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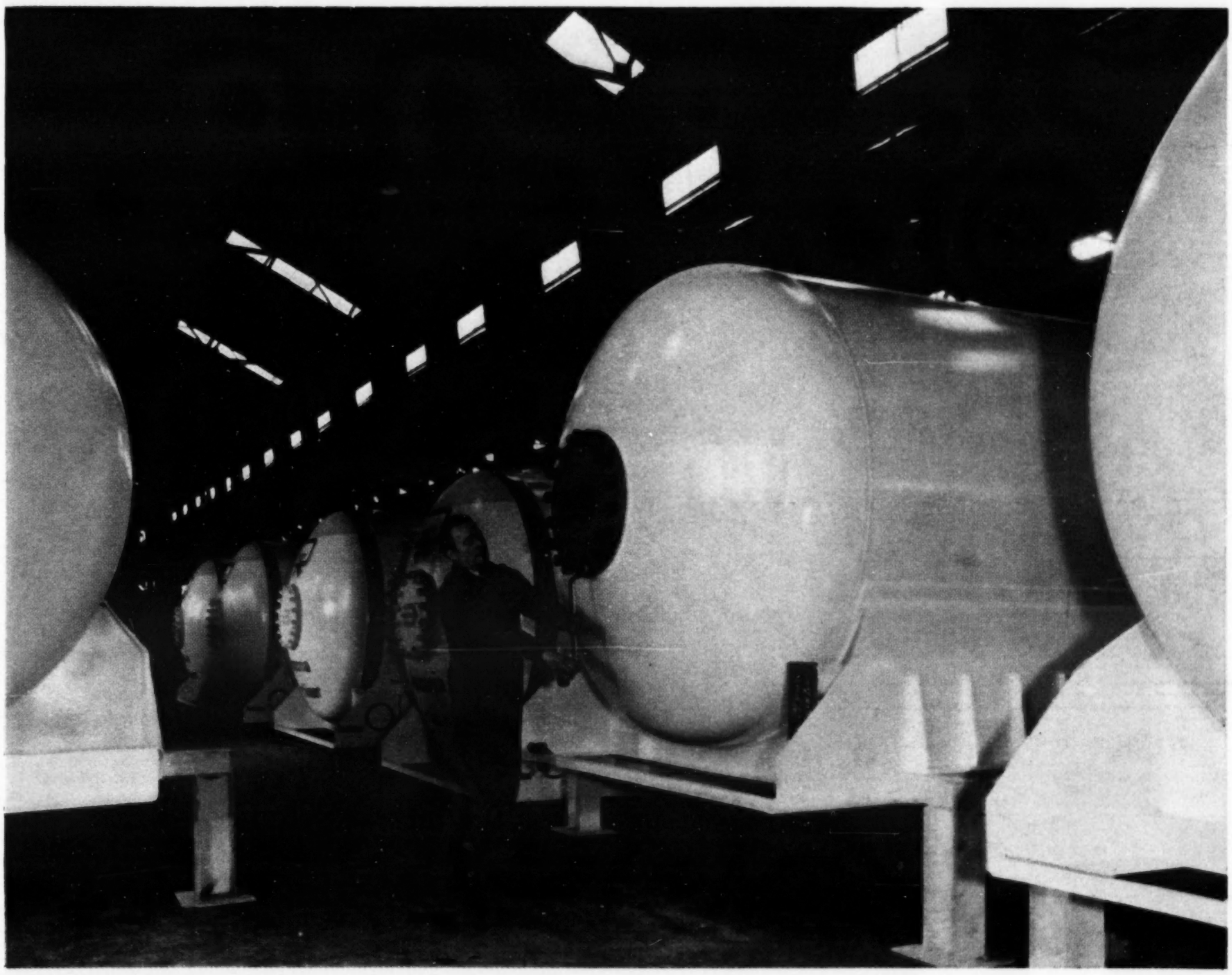

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Front cover photograph

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A = annually; M = monthly; Q = quarterly; 6-M = every six months.

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British Commercial representatives overseas	14 Jan. 1970
Customs notices of interest to exporters	14 Jan. 1970
Directory of Board of Trade departments and their work	29 Mar. 1968
ECGD local offices	23 July 1969
Half-yearly index – Jan.-June 1969	30 July 1969
Official Receivers' offices	21 June 1969
Programme of trade promotions	5 Nov. 1969

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Brunei, a promising market in SE Asia

By J. E. T. Thorne, First Secretary, British High Commission, Brunëi

BRUNEI IS a British-protected state situated on the north-west coast of Borneo. Its area is about 2,226 square miles, and it has some 100 miles of coastline facing the South China Sea. The country is divided into two sections, both entirely surrounded on the landward side by the territory of Sarawak in East Malaysia.

The principal towns are Brunei Town (population about 20,000), Kuala Belait, Seria, and Tutong. Total population of Brunei is about 150,000, of whom Malays (51 per cent) and Chinese (29 per cent), form the largest groups. There is also at present in Brunei a total of some 20,000 foreign workers, mainly from Singapore, Malaysia, Hong Kong and Taiwan, engaged on some of the development projects referred to below. The official religion of the country is Moslem, its official language is Malay. Its climate is tropical, with high humidity, copious rainfall and no well-defined seasons. The country is hilly, but not mountainous, and is almost entirely covered with thick jungle vegetation. There are a number of rivers, chiefly the Brunei, Temburong, Tutong, and Belait rivers.

These serve as communications into the interior where the terrain renders road-building extremely difficult.

Government

Brunei is a hereditary sultanate. The present ruler, His Highness Hassanal Bolkiah, the 29th of his line, succeeded to the throne in October 1967, on the voluntary abdication of his father, HH Sir Omar Ali Saifuddin who, however, remains as principal adviser to his son. Under the constitution the supreme authority in the state is vested in the Sultan, who on the executive side is assisted by a Council of Ministers and on the legislative side by the Legislative Council. The former, presided over by the Sultan, consists of the British High Commissioner, six ex-officio members including the Mentri Besar (chief minister), who is the chief executive authority in the state, and four assistant ministers, two of whom are drawn from elected members and two from nominated members of the Legislative Council.

The latter, presided over by a Speaker consists of six ex-officio, five nominated, and 10 elected members. The last election took place in 1965. There are also district councils, the majority of whose members are directly elected on universal suffrage, but their function is purely advisory. District elections were held in May 1968.

There is little enthusiasm in Brunei for the more fiery brands of politics which are in evidence elsewhere in SE Asia, the public in general being politically apathetic, and such political parties as exist are vestigial and inactive. Under the 1959 Brunei Agreement, Britain is responsible for the defence and external affairs of the state.

Economics and industry

Before 1929 there was little economic activity in Brunei, and state income was minimal. In that year, however, oil in commercial quantities was discovered near Seria in the south-west corner of the state, and the country's fortunes took a dramatic turn for the better.

In the early 1960s, when oil production began to slacken, additional fields were discovered off-shore, and production from these is now lifting state income to even higher levels. The following figures, showing state revenue in certain years, illustrate the dramatic change in Brunei's fortunes:

1929	Brunei dollars	345,290
1947	"	4,390,000
1960	"	127,379,000
1968	"	190,529,229 (estimate)

Oil contributed between two-thirds and three-quarters of these totals.

The trend may be expected to continue and steps are now being taken to exploit the large quantities of natural gas which are associated with the off-shore oil discoveries; a 20-year contract to supply this to Japan, at a total cost of £650 million, has just been signed.

Much of the profits from the bonanza have been permitted to percolate into the community as a whole, rather than to remain in the hands of a few, and in general the populace, especially in the towns, though not wealthy, is not impoverished. It is said that Brunei's per capita income is the highest in SE Asia.

Brunei habitually has a favourable balance of trade, and its currency is stable and freely convertible. The Brunei dollar is at par with the dollars of both Singapore and Malaysia, and although Brunei is not formally linked with either, the currencies of all three states circulate freely within the area and are, in effect, interchangeable.

In other respects the state's economy is still primitive. Organized agriculture is virtually unknown, although attempts are now being made to obtain the services of expert agronomists and other ad-

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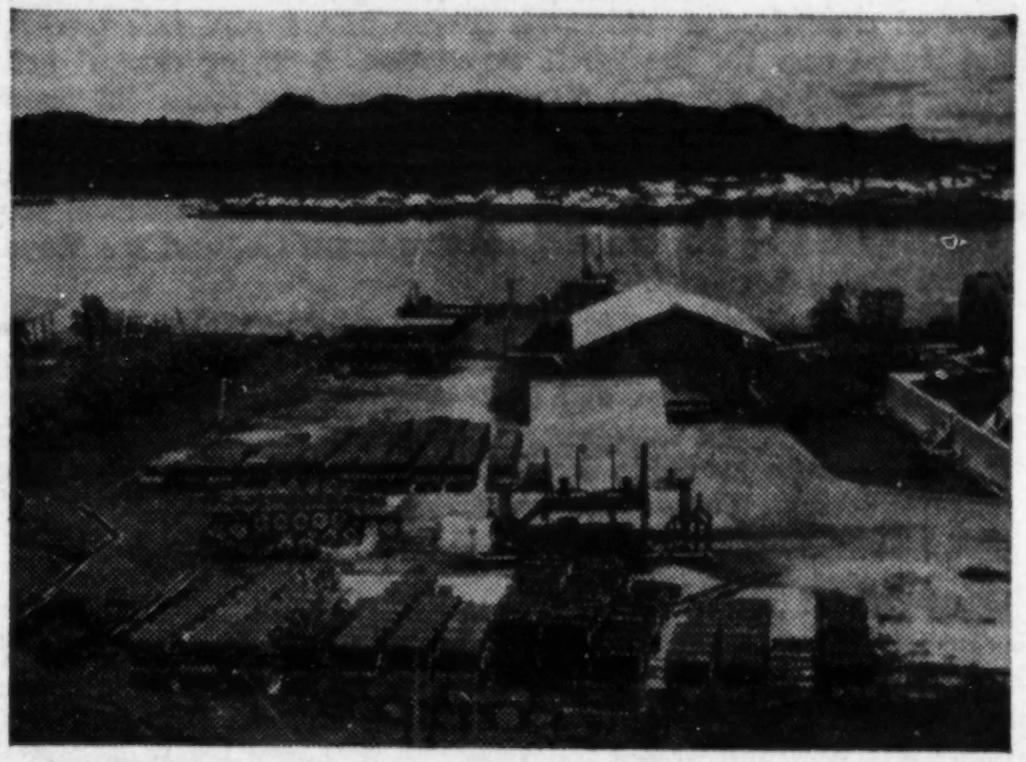


The Shell installation at Brunei Town. In the background is part of the Kampong Ayer, or water village. (A Shell photograph.)

visers, to encourage introduction of new strains of rice, and to expand production of indigenous foods.

At present most staples have to be imported, and this is made possible only by the availability of funds accruing from the sale of oil. Industry is at present restricted to a few saw-mills and brick/tile works.

Recent discoveries of silica sand suitable for glass manufacture are currently being considered as a potential for light industrial development, and there is some potential for tourism. There is no unemployment in Brunei.

Health and Education

The climate encourages the natural growth of ordinary tropical fruit and vegetables, and though many of the population, especially in rural areas, tend to be indolent and have relatively low standards of living, starvation is unknown. A good deal of fish is available in coastal areas as well as in the larger rivers. Imported cattle and poultry help to vary diets throughout the country.

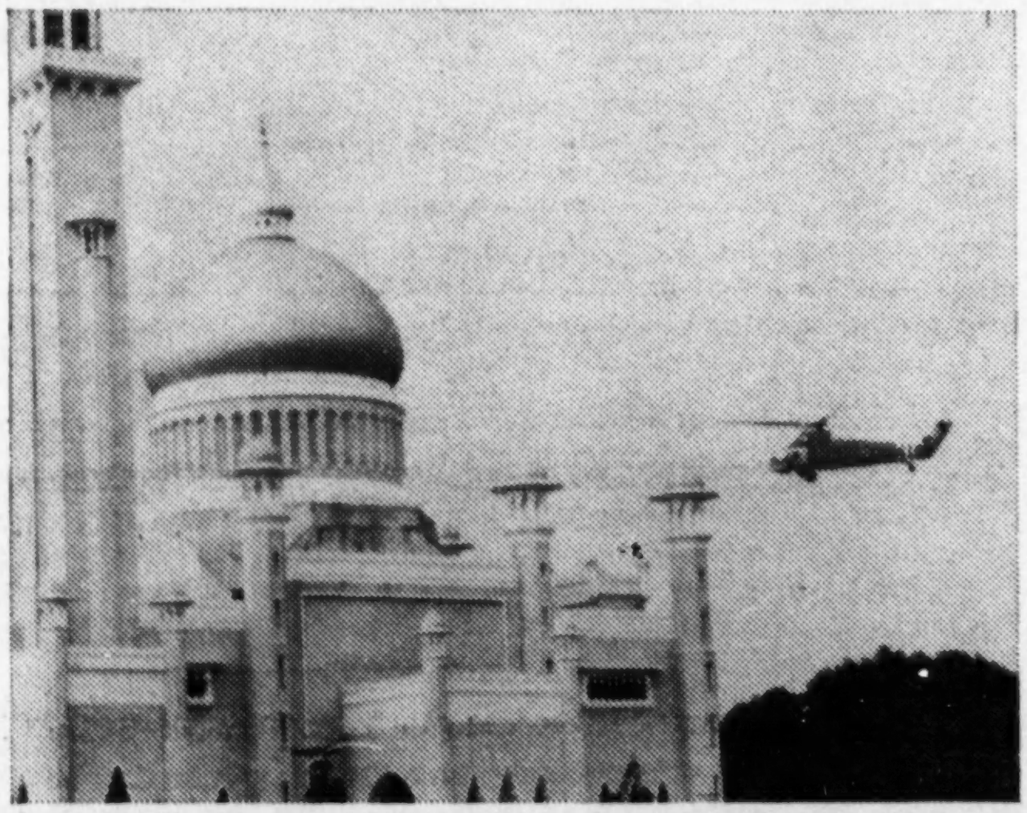
Oil has also financed a massive and completely successful anti-malarial campaign, as well as a system of virtually free medical and dental care for the whole population. A 'flying doctor' helicopter as well as travelling dispensaries, maternity and child health clinics, operate efficiently, and the state is able to afford to retain the services of experienced doctors and nurses to staff these and the country's hospitals. Supplementing these are the medical services provided by the Brunei Shell Petroleum Co. and the Royal Brunei Malay Regiment.

Education is beginning to receive increased attention with relatively large sums being allocated for building more schools, a teachers' training college, and trade and technical schools. Educational standards are improving steadily. Ample additional funds are being made available for the building of new mosques and religious schools. There is no television, but the local radio broadcasts regularly in Malay, English, and Chinese (Cantonese).

Development

In recent years, some fine new buildings – a large mosque, a new Parliament and Council Chamber, several modern hotels, and multi-storey blocks of flats – have been built in Brunei Town, and more flats and hotels are planned.

A new international airport, near Brunei Town, with a 12,000 foot runway capable of accepting any aircraft at present flying or on the drawing-boards, is scheduled for completion in 1971, as is a deep-water port at Muara, 18 miles north-east of Brunei Town.



A Westland Wessex helicopter, belonging to the Royal Brunei Malay Regiment, flies near the new Sir Omar Ali Saifuddin Mosque in Brunei Town. Westland supplied two Wessex and three Whirlwind helicopters to the regiment, which is also equipped with a Vosper 96 ft. gas turbine patrol-boat, an SRN-5 hovercraft, land rovers, Bedford three ton lorries, and numerous items of British military equipment.

Other prestige projects include a fine museum situated on the banks of the Brunei river, and a grandiose Churchill Memorial in the town which, in addition to the 'Churchill Museum', will incorporate a Brunei historical section, a lecture theatre and reference library, and a large state aquarium. In recent years, also, the internal communications system has been greatly improved, as have electric power supplies in the main towns, and although both still leave a lot to be desired they are good by SE Asian standards.

There is currently an extensive road and bridge building programme under way. Development projects can be expected to continue, though at a pace commensurate with what can be financed out of income, and thus without depleting the large sterling reserves.

Despite these great leaps forward such basic items as a decent sewage system, and an assured supply of drinking water for the capital have yet to be completed. Work is currently proceeding on both. The country's all-weather road network at present adds up to less than 300 miles, the chief section of which is the 68 mile road linking Brunei Town with Kuala Belait. There are few roads leading inland. The only 'railway' is the eight-mile track from Seria to the Shell oilfields. Hence the country's heavy dependance on rivers for transportation. The general prosperity resulting from oil profits has made it possible for many people to own boats fitted with outboard motors; this development has indeed revolutionized transport in the interior in recent years.

Market for British goods

British influence in Brunei has for many years been paramount, and the country has long been in the habit of looking to Britain for such machinery, vehicles, and electrical equipment as it requires. The sixties have, however, seen a shift in emphasis, especially in soft goods and consumer products, more of which are now being purchased from Singapore, Malaysia and Hong Kong; electrical suplies are tending to come from Hong Kong and Japan; and cars are being imported from Japan and, to a lesser extent, Germany, Australia and the United States. The British share of Brunei's total imports has dropped from about 40 per cent in 1960 to 25.7 per cent in 1968, although total imports have increased from B$62.88 million to B$209.7 million in the same period.

Prospects

This trend appears likely to continue; there is no prospect of the state's reserves of oil and natural gas drying up for many years, and accordingly Bruneians appear certain to be able to continue buying goods from overseas in whatever markets best suit them. Here Britain is at a disadvantage, because other manufacturing countries in SE Asia are relatively close and, with lower wages, they are beginning to price certain British goods out of the market.

However, this remains a country friendly to Britain, and a good market for British products, especially for farm equipment and other heavy machinery, cars and lorries, electrical goods, and less expensive consumer goods. But the selling is becoming more difficult, and British exporters will have to redouble their efforts if they are not to lose a still greater share of an expanding market.

At the same time British exporters should note that apart from sales to the Government of Brunei, which is the largest employer and importer in the State, most consumer goods and smaller industrial products are imported by agency houses, many of which, being owned and operated by Singapore-based companies (some of them of British origin), are not autonomous.

Preliminary inquiries should accordingly be made in both Brunei and Singapore as to (1) the local acceptability of the goods to be marketed, and (2) the willingness of the local company to be granted an agency, before arrangements are finalized.

Brunei is a developing state, with large natural resources and an assured and abundant income. It will continue to develop and to modernise itself, in some respects perhaps a little faster than other SE Asian countries.

Britain can assist this process with both goods and services, but the pressure from other countries is getting heavier, and only by intensive efforts can British exporters hope to retain their hold on the market.

(Continued on next page)

Brunei import statistics

(All figures in Brunei dollars; B$8.57=£1 pre-devaluation; B$7.34=£1 post-devaluation.)
(a) Selected imports by country of origin

Foodstuffs

From	1966	1967	1968
Australia	2,418,875	2,392,911	2,225,451
China	3,351,535	3,816,972	4,133,295
Malaysia	2,430,100	2,764,462	3,034,446
Singapore	5,546,958	5,719,671	6,539,882
Thailand	5,417,129	7,222,786	9,093,371
United Kingdom	2,399,100	1,775,035	2,332,079
Total	B$25,334,418	27,472,416	31,744,382

Machinery and transport equipment

From	1966	1967	1968
Australia	1,115,922	1,280,759	1,704,562
West Germany	1,258,291	808,324	1,050,429
Hong Kong	374,109	2,147,049	2,063,634
Japan	4,055,554	3,352,720	12,243,689
Netherlands	3,595,876	852,735	1,932,233
Singapore	576,975	976,748	2,681,890
United Kingdom	26,654,042	18,800,958	32,322,362
United States	11,892,696	6,591,207	28,936,488
Total	B$55,021,715	37,233,815	85,328,656

Manufactured goods

From	1966	1967	1968
Belgium/Luxembourg	447,632	356,396	1,632,840
China	2,844,669	2,717,798	2,209,933
France	563,796	343,830	1,258,091
West Germany	4,054,243	1,519,929	3,336,135
Hong Kong	1,191,300	1,384,304	2,819,075
Japan	8,062,028	5,430,797	7,361,395
West Malaysia	532,034	1,274,630	1,958 711
Netherlands	1,642,939	568,888	1,584,626
Singapore	3,909,044	5,640,936	6,848,469
United Kingdom	4,303,222	4,370,219	7,737,692
United States	2,234,470	3,026,734	3,791,609
Total	B$34,599,961	28,913,168	43,671,059

(b) United Kingdom exports to Brunei

Commodity	1966	1967	1968
Food	2,399,100	1,775,035	2,332,079
Beverages and tobacco	2,309,133	2,538,296	2,460,792
Raw materials (inedible)	44,109	32,483	70,917
Mineral fuel	399,330	385,351	47,449
Chemicals	2,112,694	1,631,484	2,392,783
Manufactured goods	4,303,222	4,370,219	7,737,692
Machinery and transport equipment	26,654,042	18,800,958	32,322,362
Miscellaneous manufactured articles	1,699 684	2,006,504	2,489,669
Miscellaneous transactions	7,059,519	7,291,576	3,859,055
United Kingdom total.	B$46,985,501	38,833,533	53,952,525
Brunei total imports	B$156,556,552	137,662 898	209,731,625

(Source: Government of Brunei, annual statistics of external trade.)

New address for ECGD

THE OFFICIAL HEADQUARTERS address of the Exports Credits Guarantee Department has been changed to Aldermanbury House, Aldermanbury, London, E.C.2. The P.O. Box number, telex and telephone numbers are unchanged.

ECGD backs cargo vessel contract for Panama

THE EXPORT Credits Guarantee Department signed a Financial Guaran tee on January 9 covering the financing of a S.D.14 standard cargo vessel of 15,000 tons deadweight, worth £1·23 million, for the Republic of Panama.

The vessel, which will be owned by Arka Compania Naviera S.A., is scheduled for delivery in December 1970 and is being built by Austin & Pickersgill Limited of Sunderland.

The loan, of £0·861 million, is being made available by Hill Samuel & Co. Ltd., acting on behalf of a syndicate of banks comprising National Westminster Bank Ltd., and Williams Deacon's Bank Ltd., and repayable over a period of 10 years from scheduled date of delivery.

Sir Ralph Perring welcomes increased exports to Canada

BRITAIN'S EXPORTS to Canada in 1969, totalling just over £300 million were 16 per cent up on the previous year, according to BNEC Canada.

'This is the first time that our sales to Canada have exceeded £300 million,' said Sir Ralph Perring, chairman of BNEC Canada. 'It shows that British manufacturers are becoming increasingly aware of the tremendous growth of the Canadian market. They are also tackling it with greater professionalism and vigour, and are to be congratulated on achieving the target BNEC Canada set for 1969 of £300 million.'

Hints to businessmen booklets

REVISED EDITIONS of the booklets on Cyprus, Morocco, Tunisia, Korea and the Lower Gulf States have been published in the 'Hints to Business Men' series.

British businessmen who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services Branch, Board of Trade, Room CO7, Hillgate House, 35 Old Bailey, London, E.C.4. Tel. 01-248 5757, Ext. 7146, or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

Conference on exporting to Caribbean

THE OVERSEAS Service College, in association with the British National Export Council's Committee for the Caribbean is arranging a two-day residential course at Farnham Castle, Farnham, Surrey, from April 13 to 15. Speakers include Sir Peter Runge, chairman of BNEC, speaking on 'Britain's position in the Caribbean' and Mr. Gordon Booth, Director, Export Services, Board of Trade, who will speak on 'Government services available to exporters to the Caribbean.'

The fee is £40 including accommodation and meals and bookings should be made with the Conference Secretary, Farnham Castle, Farnham, Surrey (Tel. 02513 21194).

National Marketing Council's overseas courses

THE NATIONAL Marketing Council has announced the 1970 programme of marketing courses and tours which will be held for the fifth successive year in the United States, France and in Britain. The courses and their approximate costs are summarized below and brochures, application forms for all information can be obtained from the Council at Vintry House, Queen Street Place, London, E.C.4 (Tel. 01-236 9613):

British American Management Course in Marketing – six weeks course held by the International Marketing Institute on the campus of the Harvard Business School, Boston, United States. Commencing Sunday, July 5 and followed by a three week study tour. Cost of course and tour £1,400.

European Management Course in International Marketing – three weeks' course in English held by the European Institute of Business Administration (INSEAD) at Fontainebleau, France. Commencing August 23, cost £390 plus accommodation.

International Marketing Course – four weeks' course held by the International Marketing Programme Limited in association with the National Marketing Council at Emmanuel College, Cambridge. Commencing Sunday, July 5, cost £450.

European Business Study Tour for Fontainbleau and Cambridge course participants, three weeks' tour of companies in four Common Market countries. Commencing September 13, cost £475.

Mr. Mason's visit to Thailand—'a trail blazer for British businessmen'

IN THE PAST 12 months commercial telegram traffic between the British Embassy in Bangkok and the Board of Trade in London had increased by 50 per cent, this was a reflection of the determination with which the Thai market was being tackled by British businessmen declared Mr. Roy Mason, President of the Board of Trade at a news conference in Bangkok on January 9.

During his four day visit to Thailand, the President saw a number of senior Ministers including the Deputy Prime Minister and Minister for National Development, Mr. Pote Sarasin; the Minister for Economic Affairs, Mr. Bunchana Atthakorn and the Minister for Foreign Affairs, Dr. Thanat Khoman. Among the items discussed were the imbalance of trade between Britain and Thailand and measures that could be taken by the two countries to correct it.

The President visited the Asian Institute of Technology in Bangkok to see the contribution Britain was making to the Institute and to study the plans for re-siting the college 25 miles from Bangkok. These are being prepared by architectural consultants financed by the British Government. Much of the equipment at AIT has been provided by the British and the British Government are giving Thailand technical assistance to the value of nearly 35,000 million baht (£700,000) – more than Britain is spending in any country outside the Commonwealth.

Stating that Britain was determined to mount a trade offensive in Thailand, Mr. Mason said he was impressed by the rapid growth of the local economy. Britain had not been maintaining its share of the market and he was determined to correct this position. During the past 15 months, while successfully correcting its home economy, Britain had won a number of major and important contracts in Thailand.

Mr. Mason listed these as: a 150 million baht (£3,000,000) cement plant; a 10 million baht (£200,000) flour mill; banknote printing equipment worth 8 million baht (£160,000); a frigate for the Royal Thai Navy costing over 300 million baht (£6,000,000); more than 50 Leyland buses for Bangkok; and the Esso Asphalt Plant worth 525 million baht (£1,500,000).

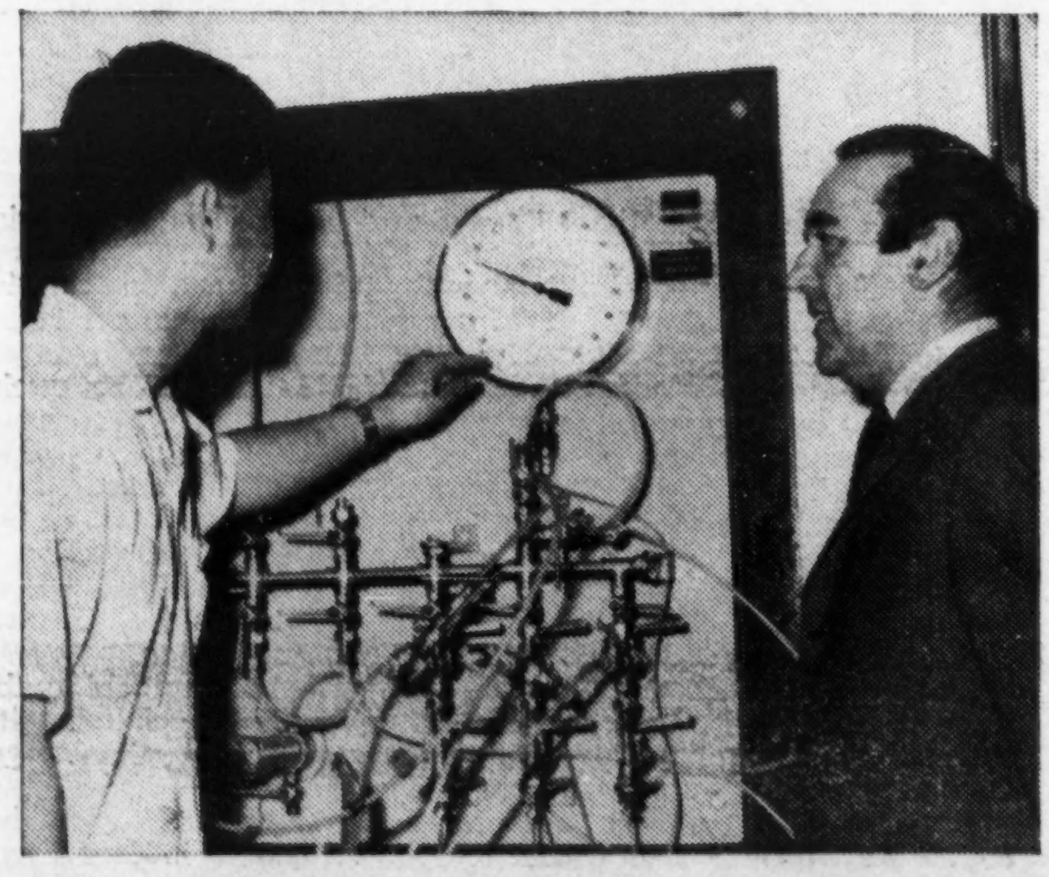
Among the current projects in which Britain was interested, said Mr. Mason – summing up his Thailand visit – were contracts for the supply of 54 diesel electric locomotives to the value of 275 million baht (£5,500,000) and a contract for the supply of a nuclear reactor power station worth over 1,250 million baht (£25,000,000).

'Britain has pioneered the peaceful use of atomic energy to generate electric power and we are much more experienced than our rivals' said Mr. Mason. As or when Thailand wants to buy a nuclear reactor 'I expect Britain to submit a very competitive tender.'

British contractors were optimistic about their chances of securing a contract to supply Bangkok with a sewage and drainage scheme worth 50 million baht (£1,000,000). Britain led the world in public works equipment and had pioneered many developments in this field.

'We mean it – we are in this market to stay' said Mr. Mason. 'My visit is the trailblazer for many British businessmen.'

Mr. Mason also visited Singapore, Malaysia and the Philippines.



Mr. Roy Mason (right), President of the Board of Trade during a visit to the Asian Institute of Technology at Bangkok.

Mr. Stephen Clerk (left), Mayor of the City of Miami, presenting the key of the city to Mr. Roy Mason, President of the Board of Trade, accompanied by Mrs. Mason. The ceremony took place when BOAC commenced their direct London-Miami service with inaugural flights in both directions on January 1. The President and Mrs. Mason were among distinguished passengers on board the London-Miami flight including the chairman of BOAC, Mr. Charles Hardie, who was accompanied by his daughter-in-law, and the chairman of the British Travel Association, Lord Geddes, and Lady Geddes. A number of senior travel agents and journalists also made the flight which gave them an opportunity to take 'familiarization' tours of Miami, Miami Beach and Fort Lauderdale and to see a part of the Florida Everglades, before returning to London on January 4.

Visit of Italian finance minister

SIGNOR EMILO COLOMBO, the Italian Minister of the Treasury, is to visit London on February 4 as the guest of HM Government for a general exchange of views on matters of mutual interest with Mr. Roy Jenkins, Chancellor of the Exchequer.

Changes in the British official consular and commercial organization in Italy

IN VIEW of the increasing importance of Anglo-Italian relations in so many fields, including that of commerce, the level of British Consular representation in Northern Italy has been raised. The responsibilities of the present Consul-General at Milan, Mr. J. R. Wraight, who is of full Ministerial rank, have been extended to give him superintendence over the Consulate-General at Genoa and over the Consulates at Turin, Venice and Trieste. There will be no change in the status and functions of any of these posts; they will continue to be staffed as at present and to come under the general superintendence of HM Ambassador at Rome. But the reorganization will facilitate a closer coordination of their work, particularly in the commercial field, and will make more readily available than at present an officer of ministerial rank to deal with any major issue of policy which may arise.

At the same time a Commercial Counsellor has been appointed to reside at Milan, and Mr. C. W. Wallace took up his duties on December 9. Mr. Wallace, as Deputy Consul-General and Counsellor (Commercial), will assist Mr. Wraight in the discharge of his Consular

(Continued at foot of next page)

Mr. Wilson speaks on Government policy on EEC membership

GOVERNMENT POLICY with regard to membership of the European Economic Community was outlined by Mr. Harold Wilson, the Prime Minister, in London, on January 13. Mr. Wilson, who was speaking at the Conference of European Journalists organized by the International Publishing Corporation, said: 'The Government's policy is clear: we want the opportunity to play our full – and let me add this will be a very considerable – part on a basis of equality with our partners in an enlarged European community. You have heard support for this policy from many quarters. And you know that there is also some opposition to it. This is as it should be over a question of such vital importance for the future. It ensures that the issues are thoroughly examined and debated and discussed, and that the reasons for the decisions we have taken are fully understood. For we did not take these decisions lightly, but only after the most careful consideration after a long time'.

The Prime Minister said he believed the European journalists would return to their countries 'in no doubt about our determination to see this policy succeed: our determination to join the Communities to make a reality of our membership, if mutually fair terms can be identified and agreed'.

Continuing, Mr. Wilson said: 'You are well aware that our approach is not in any sense that of a supplicant. There are no desperate compulsions upon us arising from our economic or trading position. I have always hoped that when agreement can be reached it will be on the basis of a Britain, strong, robust and determined. It is on the basis of such strength that we are now able to approach the negotiations. Failing to reach agreement, if the terms were to prove intolerable for us, would not condemn Britain to a position of economic sterility. We would continue to trade with you and to compete with you on the basis of our own developing strength.

'But we would, I believe, pay a heavy price in economic terms, not compared with what in Europe we could achieve for ourselves. I believe equally that failing to reach agreement would involve a price no less heavy for Europe.'

The Prime Minister went on to say that 'the great debate' would soon begin again. As a contribution, a Government assessment of what entry into the Community would mean for Britain in economic terms would soon be published.

'You will have noticed the urgency with which we approach the question of our membership. We applied – or rather re-applied – nearly three years ago. Europe has waited too long and has missed valuable opportunities. The gap which each of us has identified between European industrial and technological progress and that of America – potentially, too, that of Russia – so far from being narrowed has widened because of hesitation in Europe. No one, I think, will place the responsibility for that upon Britain. The patience we have shown . . . is matched by the sense of urgency we are ready to bring to the negotiations.

'I have made clear we are ready for negotiations tomorrow. If you are. No less important, since I have a feeling that it won't be literally tomorrow, our realization or the need for urgency is shown by our desire to confine the negotiations to the few really important questions which have to be resolved before we can take the decision to join. Given their resolution, we shall be prepared to leave minor questions over for discussion and solution, under the rules of the communities, when we have joined the communities. I urge the community to adopt the same approach. And it must be based on confidence in each other.'

Mr. Wilson said that while the agricultural aspects of the negotiations were important, they should not distract attention from what European economic integration could mean in the field of industrial policy. He drew attention to what had been achieved in Britain by the restructuring of industry, mergers, rationalization, the management revolution, as a result of a partnership between government and industry, and gave the Industrial Reorganization Corporation as an example.

'It is some years now since I put forward the idea of a European IRC,' he said. 'More important still, European co-operation through a community-wide IRC to promote not only national restructuring of industry, but restructuring on a European scale, not only the creation of more genuine European firms, but the redevelopment and reconstruction of many European industries as a whole. This is a challenging and dynamic concept which we for our part are prepared to accept, and to join with you in making a reality. And that would mean real progress in closing the technological gap between America and Europe.

'I believe that the tide is now moving in the direction of enlarged and increasingly integrated Europe,' said the Prime Minister, 'and that this fact is recognized more and more on both sides of the Channel. If we stay divided, the opportunities of the coming years will be lost to us. The year 1970 will be of capital importance for the future of this continent. And all of you can contribute to ensuring the mutual understanding on which success must be based.'

Lord Brown reviews progress of Anglo-Soviet trade

'IN 1968 and 1969 British exports to the USSR reached a new plateau, and the essential thing is to see us achieve a new higher level plateau in 1970,' said Lord Brown, Minister of State, Board of Trade, at a lunch in London of the Russo-British Chamber of Commerce on January 15. 'I expect you would like to hear the provisional figures for trade between our two countries in 1969. Before giving you these I will give you some back figures as well. In 1967 the annual figures were as follows: United Kingdom exports £63.3 million, United Kingdom imports £124 million. In 1968 exports £101.9 million, imports £158 million and the provisional figures for 1969 are: United Kingdom exports £96 million, United Kingdom imports £198.6 million.'

From a United Kingdom stand point, said Lord Brown, these figures were a bit disappointing, but in looking at them 'one has to remember the familiar stumbling blocks of c.i.f. and f.o.b. bases of calculations. These narrow the gap by £13 million approximately and though of course I would like to see our exports up at the same figure as our imports we do have to remember that something like 90 per cent of our imports from the USSR are primary products and materials which supply our industries and our export trades and that our importers buy in Russia to this very large extent because presumably the price, quality and delivery are right. We also have to remember that London is a world centre for entropot trade and that this form of trade in items such as silver, platinum, diamonds, fur skins and the like accounted in 1969 for something like 40 per cent of our total imports from the USSR. Whilst I am therefore personally always worried about deficits in trading with any country because they all have to be balanced with surpluses with some other countries to give an overall surplus, nevertheless, our balance of trade with the USSR has a somewhat special character.

'We note that the USSR plans to continue to emphasise the need for a large portion of the national effort to be devoted to consumer goods industries. Though there has been progress in British exports of consumer goods to the USSR over the last few years, and this is very encouraging, what I do want to point out is that those consumer goods companies which have established sophisticated manufacturing techniques may not always realize that in those techniques they have a highly saleable proposition. I hope that they will consider presenting to the USSR Trade Delegation in

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responsibilities in the Milan area and in the direction and co-ordination of commercial work for the whole of Italy. Mr. Wallace took over on January 1, 1970, under the general guidance of Mr. Wraight, most of the trade-promotional duties previously excercised by the Counsellor (Commercial) in Rome, Mr. J. Ford. Mr. Ford will be leaving Italy at about the end of February. His successor in Rome has not yet been appointed but will be called Counsellor (Economic) and will deal with intergovernmental commercial work and with economic and financial matters. The Commercial Section of the Embassy will, however, continue to deal with trade promotion in the Rome Consular district and Umbria, this work, as that in other Consular districts throughout the country, being co-ordinated by Milan.

There will be no change in the organization of the Commercial Section of the Milan Consulate-General which will remain in the charge of Mr. W. Sharpe, Consul (Commercial) under the general supervisory arrangements outlined above.

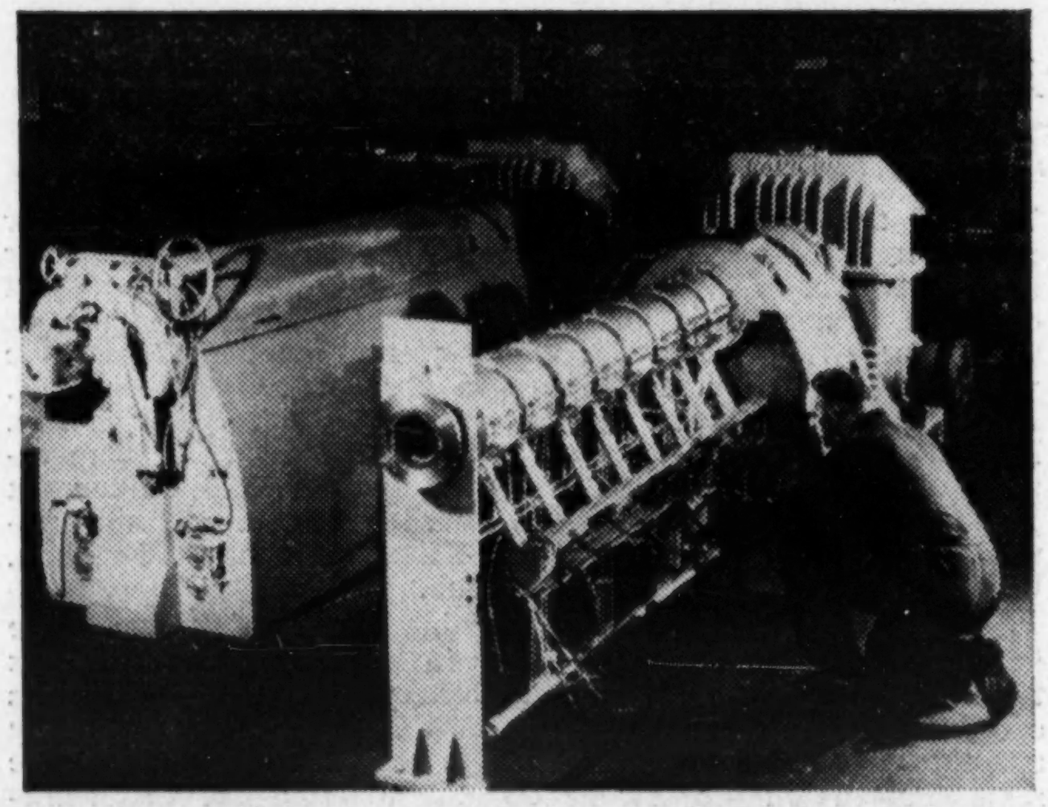
London propositions for plants for the manufacture of consumer goods, particularly consumer durables.

'One other point I would make is about the development of natural resources in the USSR. Here again this country has some wonderful firms who have got a long history of experience in developing natural resources. Each has teams of experts, who have learnt how to collaborate with the technicians from other countries in a highly friendly manner to produce quick results when they get on site; and this may sound an unimportant point but anybody who has put up a plant in another country knows that it really is very important indeed.

Greater efforts required

'Finally on this business of closing the gap may I make a point which I have made many times before and that is that there are not enough British firms charging into the fray. There are still good British firms who are not devoting enough attention to the Soviet market.

'I have not said a great deal about USSR trade in the United Kingdom. This country has a long record of favouring by all means possible in international circles the liberalization of trade. Last May for instance we removed quantitative restrictions from most engineering products coming in from your country. Some in this country showed concern about that move but we must face facts. The United Kingdom's great area of trade is at present with EEC countries and that trade is to an ever increasing extent an exchange of *manufactured* goods. The prosperity brought about by that trade could never have taken place but for the era of liberal trade policy introduced by the General Agreement on Trade and Tariffs after the war. Similarly I believe that our trade with the USSR and Eastern Europe in the years to come will be characterized by more exchange of manufactured goods. As long as it is a growing and reasonably equal exchange it will benefit us all.'



A £3,800,000 contract to equip Russia's latest telephone cable manufacturing plant has been completed on the agreed date by General Engineering (Radcliffe) Ltd. The project, claimed to be the largest of its kind to be handled by a British company, necessitated the design, manufacture and testing of 93 different machines used in the fabrication of paper and polyethylene insulated telephone cables. The contract, which was negotiated with Technopromimport, includes 23 high speed extrusion lines for their new plant. Picture shows a partially completed water cooled plastic extruder. A completed model is shown in the background.

Board of Trade Regional Export organisation

MR. ROY MASON, President of the Board of Trade, has appointed the following Export Directors to be in charge of the Board's operations in Scotland, Wales and the regions of England.

Mr. V. F. Kimber, Export Director for Scotland, Board of Trade Office for Scotland, 314 St. Vincent Street, Glasgow, C3.

Mr. G. T. Plant, Export Director for Wales, Board of Trade Office for Wales, Gabalfa, Cardiff CF4 4YL.

Mr. N. S. Belam, Export Director for the North Western Region, Board of Trade North Western Regional Office, Sunley Building, Piccadilly Plaza, Manchester, M1 4AT.

Mr. J. F. J. Jardine, Export Director for the Midland Region, Board of Trade Midland Regional Office, Five Ways House, Islington Row, Birmingham 15.

Mr. C. G. Cruickshank, Export Director for the South Eastern Region and London (N.W., W., S.E., and S.W.), Cromwell House, Dean Stanley Street, London, S.W.1.

Mr. L. C. W. Figg, Export Director for the Eastern Region and London (E., E.C., N., and W.C.), Cromwell House, Dean Stanley Street, S.W.1.

Export Directors have still to be appointed for the Northern, Yorkshire and Humberside and South Western regions. For the time being the Acting Export Directors for these Regions will be:

Mr. M. J. Maddigan, Acting Export Director for the Northern Region, Board of Trade Northern Regional Office, Wellbar House, Gallowgate, Newcastle upon Tyne, NE1 4TJ.

Mr. M. Barrett, Acting Export Director for the Yorkshire and Humberside Region, Board of Trade Yorkshire and Humberside Regional Office, City House, New Station Street, Leeds 1.

Mr. L. Eggleton, Acting Export Director for the South Western Region, Board of Trade South Western Regional Office, The Pithay, Bristol 1.

The President of the Board of Trade is expected to make an announcement shortly on the overall reorganization of the Board of Trade's export work.

Ministry of Technology appoints new Regional Directors

THE MINISTRY OF TECHNOLOGY announced on January 19 the appointment of the Director of its merged offices for Wales and of Directors of three of its reorganized Regional Offices – in the South Western, Northern and North Western Regions of England.

These appointments follow the recent transfer to the Ministry of certain staff from the Board of Trade and the former Ministry of Power. In Wales and the Northern Region (as also in Scotland), all three Departments formerly had separate offices. The Board of Trade and the Ministry of Technology each had offices for the other Regions of England. The staff transferred to the Ministry, together with those of its former Regional Offices, are now being brought together into a single organization in each Region, under a senior officer with title of Regional Director.

The four appointments now announced are: Mr. Ian Gray to be the Director for Wales, located in Cardiff; Mr. L. Ian Macbeth to be the Director for the South West Region, located in Bristol; Mr. Ronald Wood to be the Director for the Northern Region, operating from Newcastle; and (with effect from March) Mr. Ernest Atherton to be the Director for the North Western Region.

Appointments of the Ministry of Technology Directors for Scotland and for the other Regions of England will be announced in due course.

Government Publications

required by customers in London may be obtained quickly from

Her Majesty's Stationery Office, 49 High Holborn, WC1

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by February 4.

Tariff Heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
15.07	Palm oil unrefined	As in previous column	July 2, 1970	9768
22.24	Cobaltous hydroxide	As in previous column	December 31, 1970	13064
29.12	2, 6-Dichlorobenzaldehyde	As in previous column	December 31, 1970	10846
29.14	17α, 21-Dihydroxy-5α pregnane-3, 11, 20-trione 21 propionate	17α, 21-Dihydroxypregna--3 : 11 : 20 trione 21 propionate	December 31, 1970	13362
29.38	(+)-α- Tocopheryl acetate	d alpha tocopheryl acetate	December 31, 1970	13369
	(+)-α- Tocopheryl hydrogen succinate	d alpha Tocopheryl acid succinate	December 31, 1970	13370
29.44	*N*-(4-Guanidino formimidoylpiperazin-1-ylmethyl tetracycline didydrochloride	*N*-(4-Diguanidopiperazin-1-ylmethyl) tetracycline	December 31, 1970	13353
73.23	Tinplate containers, not being circular nor rectangular, consisting of a can lipped for sealing, plain or printed externally and lacquered internally, with internal dimensions of not less than 120 millimetres nor more than 150 millimetres in length, not less than 85 millimetres nor more than 100 millimetres at widest point, and not less than 45 millimetres nor more than 60 millimetres in depth, of a minimum capacity of 445 cubic centimetres and a maximum capacity of 515 cubic centimetres, scored for opening with opening key attached to base, and related sealing lids	Cans for hams	December 31, 1970	10817

Note: Amendment of definition. Interested parties will wish to note that an application has been received to amend the temporary exemption definition of Wrought Titanium and Wrought Titanium Alloy (81.04) advertised in the *Journal* dated August 20, 1969, to the following:

81.04 Wrought titanium of a purity exceeding 99·6 per cent titanium, in the form of slabs of a thickness of not less than 4½ inches nor more than 6 inches, of a width of not less than 36 inches nor more than 48 inches in random lengths, and in the form of square billets of a cross sectional area of not less than 4 square inches nor more than 25 square inches in random lengths, and in the form of square or rectangular blooms of a cross sectional area of not less than 144 square inches nor more than 324 square inches and of a thickness exceeding 6 inches in random lengths.

Wrought titanium alloy containing not less than 3 per cent nor more than 5 per cent by weight of vanadium, not less than 5 per cent nor more than 7 per cent by weight of aluminium, the balance being mainly titanium, in the form of billets of not less than 4 inches nor more than 7 inches in diameter or not less than 4 inches nor more than 7 inches square, in random lengths, and in the form of slab of a thickness of not less than 2¾ inches nor more than 3½ inches, of a width of not less than 8¾ inches nor more than 12½ inches in random lengths,

with a view to exemption until July 2, 1970.

Representations for or against the application should be made to the Board of Trade as indicated above.

Prices and Incomes (General Considerations) Order 1969

THE PRICES and Incomes (General Considerations) Order 1969 (The Prices and Incomes (General Considerations) Order (SI 1969 No. 1891) HMSO, price 2s. net.) was laid before Parliament on January 7. It requires the National Board for Prices and Incomes to take account of certain sections of the recent White Paper instead of the previous one.

Notes

Section 4 (1) of the Prices and Incomes Act 1966 requires the NBPI, when examining any questions referred to it, to have regard to the general considerations laid down in Schedule 2 of that Act. Section 4 (2) empowers the Secretary of State to vary Schedule 2 by Order and it has been the practice, following successive White Papers on prices and incomes policy, to make such an Order substituting all or most of the new White Paper for the previous one.

Before exercising the power to vary Schedule 2 the Secretary of State is required by Section 4 (3) of the 1966 Act, to consult 'such organizations or bodies as she thinks fit, being organizations or bodies which appear to her to represent to any substantial extent the interests of those particularly concerned with the order.' As on previous occasions the TUC and CBI have been consulted.

Certain sections of the new White Paper (Productivity Prices and Incomes Policy after 1969 – Cmnd. 4327) have not been included in the Order because it is unnecessary to require the NBPI to have regard to them. NBPI are not precluded from taking account of them – or indeed other matters. The parts of the new White Paper not contained in the Order are:

A – Introduction
B – Review of the Operation of the Policy
D – Framework of the Policy
Appendices 1 and 2 – Arrangements for Early Warning
Appendix 4 – Job Evaluation
Appendix 5 – Payment by Results Systems

Consideration of mergers by the DEP

MRS. BARBARA CASTLE, First Secretary and Secretary of State for Employment and Productivity, has announced that on the information at present before her it is not intended to refer the following proposed merger to the Monopolies Commission under the provisions of the Monopolies and Mergers Act, 1965:

Court Line Limited and North East Coast Shiprepairers Limited.

Structure of the textile industry

THE GROUP established in the Ministry of Technology under the chairmanship of Mr. Harold Lever, the Paymaster General, has begun its work of considering the structure of the textile industry following the recent announcement by Imperial Chemical Industries Ltd., of their intention to make an offer for the shares of Viyella International Ltd.

A series of meetings has been arranged at which the many interested parties will have an opportunity to express their views. It follows that it will be some weeks before the Group's studies are completed.

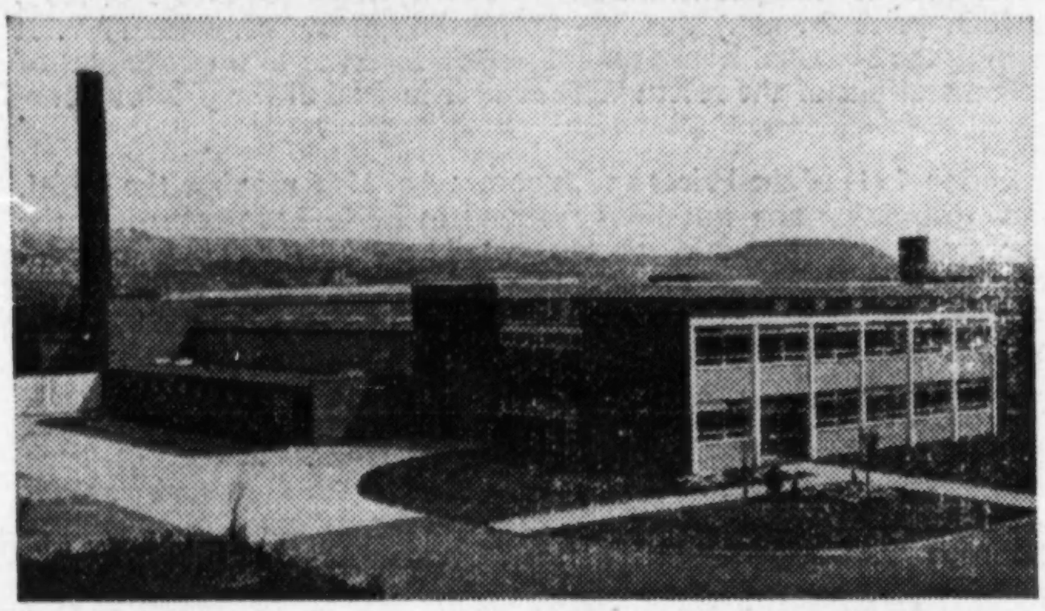
BIM seminar on management ratios and interfirm comparison

A ONE-DAY seminary on management ratios and interfirm comparison was held in London by the British Institute of Management on January 14. A scheme was presented for selecting sets of management ratios which indicated not only when changes were taking place in important areas of the business, but also why they occurred. The organization and use of interfirm comparisons for management were considered, and members of the seminar took part in practical exercises designed to show the conclusions obtainable from comparative data.

Dunlop take over advance factory at Gateshead

THE MINISTRY of Technology announced on January 13, that the Dunlop Co. Ltd., are occupying the vacant 50,000 sq. ft. advance factory on the Team Valley Estate, Gateshead, which is administered by The English Industrial Estates Corporation.

Since May 1956 when the Hose Division of Dunlop set up a production unit at Team Valley which employed about 60 people,



employment has risen to about 1,200 and the total factory area occupied by the company is over 380,000 sq. ft. making it one of the largest firms located on the Estate.

The latest acquisition brings the number of factories to four with a total area of over 430,00 sq ft. and with an additional 200 jobs in prospect employment will reach 1,400 putting The Dulop Co. Ltd., amongst the largest employers on Team Valley.

Over 300 different types of industrial and domestic hose are produced and 33 per cent of the total output is exported to over 100 countries. The new unit will be used for Dunlop's industrial wire braid hose assembly whose business has trebled over the past three years.

British United Shoe Machinery Co. takes over Skelton plant

THE MINISTRY of Technology announced on January 13 that the British United Shoe Machinery Co. Ltd., said to be the largest manufacturer in the world of shoe machinery and a leading supplier of man-made materials for the shoe industry, are to occupy the 50,000 sq. ft. factory formerly occupied by ICI on the Skelton Industrial Estate, which is administered by The English Industrial Estates Corporation.

The plant and equipment installed by ICI at the factory two years ago for the large scale production of shoe upper materials is being bought by the British United Shoe Machinery Co. Ltd. The Skelton works will provide increased manufacturing facilities for the Upper Materials Group of the company's Acccessories Division. The existing plant will be used initially for the production of a range of shoe lining materials.

Initially the company plan to concentrate on product development and it is not anticipated that new labour will be required for several months. A company spokesman said that it was too early at this stage to say how many people would ultimately be needed; much would depend on the rate at which production could be built up to meet demand. However, the company would expect to employ some 200 people within five years.

BP Chemicals ethanol plant for South Wales

BP CHEMICALS (UK) LIMITED is to build a large new synthetic ethanol plant, as part of its expansion at Baglan Bay, South Wales. The new plant, which will come on stream in the first half of 1972, will raise the company's capacity for this chemical to over 200,000 tons a year. BP Chemicals is already the largest producer of synthetic ethanol in Europe; a substantial quantity of the increased output will be available for export.

Individual export licences now needed for all archaeological material

INDIVIDUAL EXPORT LICENCES will be needed from January 26 for all archaeological material over 100 years old whatever its value. Hitherto this requirement has not applied to archaelogical material if valued at less than £2,000. This change follows the acceptance by the Secretary of State for Education and Science of the recommendation of the Reviewing Committee on the Export of Works of Art that export licensing control should apply to archaeological material whatever its value.

The new Open General Licence which operates from January 26, 1970, will permit the export to any destination (except Southern Rhodesia) of any antiques (i.e. an article more than 100 years old, including a work of art) if its value is less than £2,000, *other than*:

(a) a document;
(b) a diamond of any kind or an article mounted or set with diamonds;
(c) an article which
  (i) has been recovered at any time from the soil of the United Kingdom other than an article which has been recovered only after burial or concealment at a date less than 100 years before the date of exportation; and
  (ii) is not a coin.

An individual licence will still be required for the export of any antique excluded from the Open General Licence and for any article more than 100 years old and of a value of £2,000 or more.

Copies of the new Open General Licence (price 4d.) may be obtained from HMSO, 49 High Holborn, London, W.C.1, and branches (or by post, price 8d. from HMSO, PO Box 569, London, S.E.1). General inquiries about this Licence should be addressed to the Board of Trade, Export Licensing Branch, Broadway Buildings, 54 Broadway, S.W.1 (Tel. 01-222 7877, Ext. 2462).

Notes:

The control on the export of antiques is intended to provide that no object more than 100 years old and of a value not less than £2,000 and which has not been imported within the last 50 years is exported without individual scrutiny on grounds of national importance. The £2,000 limit does not apply in the case of manuscripts, documents, archives and archaeological materials; these are subject to control whatever their value.

The recommendation by the Reviewing Committee about the control on archaeological materials was made in June, 1969, and has since been accepted by the Secretary of State for Education and Science.

The previous Notice to Exporters on the export of works of art and antiques was issued on September 26, 1966. A revised Notice to Exporters will be issued on January 26.

Sir Raymond Brown: new appointment

MR. RICHARD CROSSMAN, Secretary of State for Social Services, has appointed Sir Raymond Brown, lately Head of Defence Sales at the Ministry of Defence, to be his consultant adviser on commercial policy and exports. Sir Raymond will be especially concerned with the promotion of exports and the saving of imports in the field of the medical supplies industry.

Post Office to launch computer delivery service

A 'COMPLETELY NEW' overnight delivery service for the transmission of computer data and other material is to be launched by the Post Office probably on March 1. Named Datapost, the new service will offer collection and delivery on a door-to-door basis at times and places specified in a contract between Post Office and sender.

It will be available only as a regular contractual service, for a minimum of three months. The charge will vary according to the individual agreement, but is expected to be about £2 for a package weighing up to 10 lb.

Although designed primarily for conveying data to and from computer centres, Datapost will also handle other material, such as medicines and legal documents.

Aviation and Shipping

New Chief Inspector of Coastguard meets the Press

THE NEW Chief Inspector of HM Coastguard, Lieut-Cmdr. J. A. Douglas, M.B.E., R.N.(Retd.), held a press conference in London on January 11 to introduce himself as Chief Inspector and Cmdr. H. S. May, R.N.(Retd.), as Deputy Chief Inspector.

Cmdr. Douglas also took the opportunity to outline the role of the modern Coastguard Service as a life-saving organization round the coastline of the United Kingdom; supply statistics about the number of staff in the Service (about 550 regular and about 8,000 part-time auxiliary members); the number of incidents in the latest 12-month period; talk about the vehicles and communications equipment now being made available; discuss the role of the *Orsino* support ship in advising skippers about the weather and fishery conditions in Icelandic waters; and look ahead to the emerging pattern of search and rescue at sea in the future.

There were no specific plans to buy helicopters for the Service at present, as had been suggested in newspaper reports – a report was awaited from a committee which had been set up to study search and rescue subjects.

Replying to questions, Cmdr. Douglas spoke about the many and varied activities of the Coastguard Service, including reporting duties in connection with oil pollution – on average, about five oil slicks a week were currently being reported via coastguard stations.

As for possible legislation to control yachting and yachtsmen, he preferred a voluntary system of education to minimize incidents. Yachting associations and the Board of Trade awarded proficiency certificates in yachting and boating, and yachtsmen should be encouraged to learn about these schemes. Certain other countries had legislation, but he was not convinced that conditions in those countries was any better as a result.

There was a need for more young men to join the auxiliaries, and more women might also be recruited. The very few women employed at present were mainly reporting members, and they did very good work indeed.

Air miss over Wembley

THE CHIEF INSPECTOR of Accidents, Board of Trade, has instituted an Inspector's Investigation into the air miss over the Wembley area at 18.40 BST on January 9, between an Olympic Airways Boeing 727 and an Indian Air Force Super Constellation. A full report will be issued in due course.

Third largest supplier in the country of carbon paper, typewriter ribbons and allied products, the Sandhurst Group of Companies, Crawley, Sussex, is to launch a new, luxury 85-ft. transatlantic-range yacht in the spring, to be used as a floating showroom at both home and overseas ports. It will be moored at Westminster Pier. The group has previously owned two smaller yachts which have been used for this purpose. While waiting for the new vessel, products displays have been staged aboard a barge belonging to the British Waterways Board, the mv 'Lady Rose of Regents', at Little Venice, Paddington, as shown here.

Dismissal of appeals against new air services to Bucharest and Sofia

THE BOARD OF TRADE have dismissed three appeals by British United Airways Limited against the decisions of the Air Transport Licensing Board giving to British European Airways Corporation authority to extend their Budapest service to Bucharest, and start a new scheduled service through Belgrade to Sofia.

The Air Transport Licensing Board rejected the application by British United Airways Limited to extend their Genoa service to serve Sofia and Bucharest.

The decision of the Board of Trade accords with the recommendations of Sir Algernon Rumbold, the Commissioner appointed to hear these appeals.

Copies of the Commissioner's Report to the Board of Trade and of the Board's Order are available on request from: the Board of Trade (Civil Aviation), Branch CA1(2)A, Room 282, Shell Mex House, Strand, London, W.C.2.

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LEBANON

Population 2,550,000. Capital: Beirut. Currency: 100 piastres = Lebanon £. Exchange rate 7.60.

AL MOHANDESS
(The Engineer).

Published at Beirut, quarterly in Arabic. Circulation 2,500. An engineering review, it is edited and published by the order of Engineers and Architects in Lebanon, and distributed to its members, engineers, architects and professional associations. Offset printing. Type area 27 x 21 cm. deep.

Government plans for industrial research

'A FUNDAMENTAL reorganization of the research and development resources of the Ministry of Technology and of the Atomic Energy Authority' is envisaged by Mr. Anthony Wedgwood Benn, Minister of Technology in his foreword to the Green Paper on research and development, published on January 16. The proposed new body would be a statutory corporation, possibly called the British Research and Development Corporation. It would comprise the existing R and D resources of the AEA's Reactor and Research Group, the main industrial research establishment of MinTech, and the National Research Development Corporation. It would be a powerful organization employing between 4,000 and 5,000 professional staff and having a gross expenditure at the outset of about £70 million annually. The paper, 'Industrial research and development in government laboratories. A new organization for the seventies', is obtainable from HMSO, price 2s. 6d.

New Books

Exporter's Yearbook 1970, edited by Donald H Dadds. (534 pages. Benn Brothers (Marine Publications) Limited, 7-17 Jewry Street, London EC3. £5 5s.) Exporters very often require details on the documentary requirements for trading with countries throughout the world. Such details can be found in this well-known guide, and in *Croner's Reference Book for Exporters* (Croner Publications Ltd., 46-50 Coombe Road, New Malden, Surrey. £6 9s.) and Dun & Bradstreet's *Exporters' Encyclopaedia* (Dun & Bradstreet Ltd., Adelaide House, London Bridge, London EC4. £31 10s. 3d.) Although the *Exporter's Yearbook* is primarily concerned with documentation, it gives additionally for each country, the principal towns, population figures, airlines, banks, chambers of commerce, shipping lines, holidays, currencies, weights and measures, postal information, British representation, reports on packing, marking of goods, and procedures and other formalities of State buying organizations in those countries where they exist. This latest edition of the Year Book has also been extended by the provision of a new section headed 'Export Facilities'. It gives details of specific services of use to exporters and has been sub-divided into four parts – British export houses, freight forwarders, international road hauliers, and container and unit-load services operating out of United Kingdom ports. Another innovation is that space is left at the end of all the data given for each country to allow for amendments to regulations, facilities and tariff changes to be included as they occur. These amendments in export documentation are given in *Export Management* (Monthly Benn Brothers) and are printed on one side of the page only to enable users to cut details out and attach them in the directory under each country.

Going Decimal: Staff Training for Business, by A. E. Phillips (112 pages. Pitman. 15s.) The background to the Decimal Currency Act and the problems involved are described in this book, which is aimed at all kinds of enterprises and various levels of employees likely to be involved in decimalization, D Day being February 15, 1971. A series of checklists of things that individuals and companies should do or remember to do are included. These checklists are meant for: managing and other directors; accountants and company secretaries; costs and works accountants; office managers; personnel managers; cash-handling companies, transport undertakings, canteens, vending-machine operators, meter collectors and others; credit and finance companies, wholesalers and other companies dealing with cheques and postal drafts; import, export and shipping companies; retailers; and staff trainers. Further checklists are provided on decimal subjects which should be taught, the categories of staff which should be trained, and timing. The experiences of Australia, New Zealand and South Africa are outlined and the composition and functions of the Decimal Currency Board are given. The present activities and future plans of banks and some commercial companies, government departments, the Post Office, industrial training boards, local chambers of trade and retail associations are also outlined. The educational facilities available are briefly described. The book concludes with the results of the J. Walter Thompson Supermarket, Fine Fare and Alcan surveys. The appendices include a timetable of events, useful addresses and a list of relevant official publications.

As a companion volume to their first report, the *United Kingdom Building Industry as a Market for Adhesives and Sealants,* reviewed in the *Board of Trade Journal* dated October 15, 1969, the Business Intelligence Services Ltd. has just published **The United Kingdom Furniture Industry as a Market for Adhesives.** (137 pages. Business Intelligence Services Ltd., Chemicals and Plastics Unit, Newland House, 139 Hagley Road, Edgbaston, Birmingham 16. £600). This report, prepared for the senior management of companies supplying adhesives, presents a critical analysis of the market for glues and adhesives. It also examines the affects of technological and structural change in the industry; gives details of market size by end use and adhesive type and presents information on adhesives and user groups with the best growth prospects. The report which is in three parts: review of the furniture industry; the market for adhesives; the marketing of adhesives; is a complete and original analysis of the adhesive market and forms a valuable guide for companies wishing to enter the market or improve their positions.

OECD Economic Outlook, 6. December 1969. (99 pages. Available from HMSO at 26s.; by post 26s. 8d.) The sixth issue of *OECD Economic Outlook* reviews economic developments and prospects through 1970. It contains chapters reviewing general trends in the OECD area – in output demand pressures, costs and prices, trade and current payments, recent international capital movements and monetary developments. A chapter on international liquidity is also included. The second part contains more detailed reviews of economic developments and prospects in Canada, France, Germany, Italy, Japan, the United Kingdom and the United States.

Community Europe: a Short Guide to the Common Market, by Roger Broad and Robert Jarrett. (172 pages. Oswald Wolff (Publishers) Ltd. Cloth £1 10s.; paperback 19s. 6d.) When this book was first published we noted in the *Board of Trade Journal* for October 20, 1967 (p. 969) that, as the most up-to-date general account of the Community, it would clearly be of great interest to anyone seeking the factual basis for an informed opinion on the political issues. The success of the book can be judged from the fact that it was reprinted in March of the following year. Copies of this reprint are now being issued with an 8-page supplement to bring the information right up to date – consisting partly of a summary of the Community's progress during 1967-1969, and partly of revision of some of the statistical tables. Anyone who has a copy of the original book can obtain a copy of this supplement, price 2s. 6d. post free, direct from the publishers.

Business Regulation in the Common Market Nations, general editor Harlam Morse Blake. Vol. 2, France, Italy. (619 pages); vol. 3, West Germany (452 pages). (McGraw-Hill. £15 12s. for each volume.) The second and third volumes of this four-volume work treat the antitrust laws of France, Italy and West Germany in a similar way to the first volume's coverage of Belgium, the Netherlands and Luxembourg, which was described in the review of that volume published in the *Board of Trade Journal,* August 27, 1969, page 555.

Thinking About Organization, by Geoffrey Hutton. (174 pages. Bath University Press. £1 10s.) This book is for people who want to study what contemporary research and theory have to say about the organization of enterprises and the behaviour of people in relation to it. It brings together material not otherwise available in this form, and is based on study guides developed for post-graduate diplomas and higher degree courses; but in this up-to-date form it is offered as suitable for a wider audience of students, teachers and managers.

The Business Cycle in the United States 1948-1968. (20 pages. Econtel Research Ltd., 181 Queen Victoria Street, London EC4. £3). The publisher's aim in this booklet is to provide for corporate planners and investors a detailed record of business cycle fluctuations in the United States over the period 1948 to 1968, and a measure of overall growth during that period. Detailed annual figures of industrial production, gross national product, investment, expenditure by consumers and government, imports and exports of goods and services, prices, wages, unemployment, strikes, interest rates, money supply, corporate profits and industrial share prices are provided, each table also showing trend levels for 1969 to 1972. The booklet appears as number two in Econtel's *Business Cycle Series,* and the publisher states that the measures of fluctuations and growth rates in it are in general comparable with those in the first booklet in the series, *The Business Cycle in the United Kingdom, 1948-1968,* major calculations having been made by a computer on a consistent basis.

Retail Training and Education, by Margaret Bloodworth. (255 pages. Pitman. £2.) This new book has been produced at a time when the Distributive Industry Training Board is actively encouraging traders to improve their staff training schemes. It provides a valuable insight into training aims, principles, techniques and aids, and describes schemes and courses designed to meet the training needs of specific groups of staff.

British Trade and the Opening of China 1800-1842, by Michael Greenberg. (238 pages. Cambridge University Press. £3.) This is an account of the activities of British merchants in China in the crucial years before the Treaty of Nanking (1842), which transformed the relations between the Celestial Empire and the Western 'barbarians' and placed them on a footing that was to last for 100 years.

In a report on the London Chamber of Commerce booklet **Algeria; A Market Report** which appeared in our December 17, 1969, issue, it was stated that the Algerian government had decided to spend £200 million on the four-year development plan. This should have been £2,000 million.

Other Publications

THE LIBERATION OF WORK: THE ELIMINATION OF STRIKES AND STRIFE IN INDUSTRY THROUGH ASSOCIATIVE ORGANIZATION OF ENTERPRISE, by Folkert Wilken. 122 pages. Routledge and Kegan Paul. 18s.

MUNRO'S BOOK-KEEPING AND ACCOUNTANCY. 22nd edition in decimal currency throughout, by Alfred Palmer. 559 pages. Sir Isaac Pitman and Son Ltd. 18s. KEY TO MUNRO'S BOOK-KEEPING AND ACCOUNTANCY, by Alfred Palmer. 292 pages. Sir Isaac Pitman and Sons Ltd. £1 10s.

SKINNER'S COTTON AND MAN-MADE FIBRES DIRECTORY OF THE WORLD 1970. 45th edition. 723 pages. Thomas Skinner & Co. (Publishers) Ltd. £5 5s.

SOME PROBLEMS IN THE IMPLEMENTATION OF AN EQUAL PAY POLICY, by John A. Greenwood. *Research Paper Number Two.* 32 pages. Industrial Educational and Research Foundation, Room 18-11, Portland House, Stag Place, London SW1. 15s.

STATE INTERVENTION IN BRITISH INDUSTRY 1964-68, by Frank Broadway. 191 pages. Kaye and Ward. £2 2s.

UNITED KINGDOM: OECD ECONOMIC SURVEYS. 66 pages. Available from HMSO at 5s. 6d.; by post 6s.

Government surplus sales by auction

MINISTRY OF DEFENCE

1970	Stores	Location	Auctioneers
January 27-29	Miscellaneous stores	The Lido Hall, Worthy Lane, Winchester	Richard Austin & Wyatt (Dept. L), 79 High Street, Fareham, Hants. (Tel. 4211.)

Plant and equipment; aircraft spares; electrical spares for turbo and diesel generators; 22 kW generating sets (engine-driven); 6-ton motorized smooth drum roller; concrete mixers; metal and wooden boxes; MT and wireless batteries; MT spares; electrical equipment; seamen's blue serge jumpers and trousers; woollen and cotton trunks; black leather shoes; ankle boots; blue gabardine raincoats; white overalls; overcoats; machine tools including SS and SC lathes; horizontal and universal millers; planing, grinding and buffing, boring and honing machines; woodworking machines; power hacksaw; internal cylinder and thread grinding machines, etc.; wooden and metal filing cabinets and cupboards; miscellaneous textiles and other general stores.

February 4	Vehicles, miscellaneous stores	Auctioneers' Premises	Woolland, Son & Manico (Dept. L), Kinterbury House, St. Andrews Cross, Plymouth. (Tel. 69292.)

Land Rovers; Austin Gipsys; Fordson service vans; Bedford coaches; Mack truck with Atkinson gritter body; fork lift trucks; Allen scythe type grass cutter petrol-driven); used tyres; vehicle spares; radiac equipment: miscellaneous hand tools; electrical spares; seamen's blue serge jumpers, trousers and overcoats; blankets; carpets; rugs; curtains and valances; woollen rags; scrap leather; old tentage; kitbags; greatcoats; furniture; cutlery, etc.

February 10-11	Vehicles, Miscellaneous stores	Central Ordnance Depot, Bicester, Oxon.	Midland Marts Ltd. (Dept. L), Market Square, Bicester, Oxon. (Tel. 08692 2073.)

Austin Gipsys; Land Rovers; Bedford mobile kitchens and Utilabrakes; Thames personnel, operations and signals vans; Thames dropside hydraulic tippers; garage cranes, jacks and pulley blocks; centrifugal pumps; Clarkat tractor; paint sprayers; pavement breakers; radiac equipment; Petbow welding set; battery chargers; electrical equipment; machine tools including pedestal drilling machines; shaping machines; 4-in. centre lathe 24-in. bed; valve refacer; large quantities clothing; furniture; kitchenware and cutlery, etc.

February 24	Vehicle, industrial equipment and miscellaneous stores	Ordnance Sub Depot, Barlow, Nr. Selby, Yorks.	Bartle & Son (Dept. L), 52 Merrion Street, Leeds, LS2 8JH. (Tel. 0532 20898.)

Land Rovers; Austin and Thames vans; personnel carriers; two-wheeled trailers; diesel and electric fork lift trucks; pallet transporter; drilling and grinding machines; charging plant; welding plant; compressor; transporting and lifting equipment; guillotines and shearing machines; industrial tractors; degreasing plant; hand cranes and runways; washing plant; cable; tyres; electrical, signal and wireless equipment; tool kits and hand tools; hydraulic and screw jacks; binoculars; wrist watches; ironmongery; household and kitchen equipment; steel and wooden boxes; buckets, etc.; TEXTILES: tents; canvas; packs; haversacks; carpets; curtains; groundsheets; webbing; kitbags; camp equipment; CLOTHING: greatcoats; raincoats; battledress; shirts; jerseys; boots; shoes, etc.; HOUSEHOLD AND OFFICE FURNITURE: chairs; tables; wardrobes; lockers; chests of drawers; desks; beds, etc., and large quantities of miscellaneous stores.

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to date of sales, price 1s. 0d. (postal order only).

SALE BY TENDER

DANIEL SMITH 6-ft. BENDING ROLLS

$\frac{5}{8}$-in. capacity – mild steel. (Year of manufacture 1961.) Located at Maidstone, Kent. Permission to view on presentation of Tender Form only, obtainable from Ministry of Defence, Directorate of Army Sales (Sales 4 a iv (A)), First Avenue House, High Holborn, London, W.C.1. Tenders must be returned by 10 a.m. February 10, 1970.

MINISTRY OF PUBLIC BUILDING AND WORKS

1970	Description of Goods	Location	Auctioneers
February 3	Office and miscellaneous furniture, engineering, electrical, canteen, domestic and other equipment, etc.	Ministry of Public Building and Works, Supplies Division Stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex.	Clifford & Clifford Ltd., 28 Ealing Road, Wembley, Middlesex. (Tel. 01-902 3212/3/4.)

Catalogues: Price 1s. direct from auctioneer. View days: Day preceding and morning of sale.

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AL MASSAREF

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Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise.

Symbols used in all statistical tables are:—
.. not available
– nil or less than half the final digit shown
p provision
r revised
* five week period
ø fifty-three week period

	Gross Domestic Product (expenditure estimates)	Index of Industrial Production	Consumers' Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Selected Components		
			Personal disposable income	Total consumers' expenditure		Retail sales		Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1963 prices		at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index	1963	1963	1963	1963	1963	1966	1963	1963	1963	1963	1963				
£m. in base year	26,826		21,757	20,125	20,125	11,372	4,916	1,055	1,020	944	1,752	Series in £ million			
1964	105	108	107	107	103	..	116	113	119	124	113	642	411	91	50
1965	108	112	115	114	105	..	121	124	118	127	117	400	262	49	45
1966	110	113	122	120	107	100	124	128	113	128	125	241	147	19	6
1967	112	114	126	126	110	101	133	124	121	138	143	169	-39	10	11
1968	115	120	135	134	112	104	138	128	134	146	143	160	-47	75	95
1967															
3rd quarter	112	114	129	127	111	102	134	122	120	142	146	-33	-25	-10	-21
4th quarter	112	116	129	129	112	104	132	120	118	139	147	76	-30	22	2
1968															
1st quarter	115	118	133	134	114	105	137	120	130	146	147	-74	-100	5	49
2nd quarter	113	119	133	131	109	102	135	120	125	149	144	61	24	22	1
3rd quarter	115	120	135	135	112	103	137	128	133	145	139	40	7	10	5
4th quarter	118	122	138	138	113	104	144	144	146	144	141	133	23	38	40
1969															
1st quarter	115	122	140 r	138	111	102	131	121	128	137	136	117	120	-11	13
2nd quarter	115	124	139	141	112	104	133	135 r	136 r	128	129	52	32	- 8	- 3
3rd quarter	117	123	141	143	113	103	137	142 r	142 r			-19	-30 r	-14 r	- 1
1969															
June		124				104									
July		124				102									
August		123				105									
September		122				103									
October		121 p				103									
November						104									

	Orders		Prices and Costs					Labour			Trade		Balance of Payments current balance
	Engineering industries: orders on hand (end period)	Textiles and clothing industries: orders on hand (end period)	Retail price Index		Wholesale price index: non-food manufacturing industry		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	Imports	Exports	
	at 1963 prices	at 1958 prices	Index†	% Increase on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
Base of index	Dec. 1963	Apr. 1959	16 Jan. 1962		1963	1963	31 Jan. 1956				1963	1963	series in £ million
£m. in base year								Series in thousands			4,983	4,211	
1964	119	124	107·0	*3·3*	103·9	101·9	148·6	361	221	24,566	114	105	-381
1965	123	121	112·1	*4·8*	106·8	104·6	157·9	309	265	24,785	115	112	- 50
1966	118	105	116·5	*3·9*	110·2	107·3	168·5	325	254	24,834	119	120	64
1967	108	114	119·4	*2·5*	108·4	108·2	175·3	515	175	24,476	129	119	-283
1968	108	129	125·0	*4·7*	120·5	112·4	187·3	543	189	24,319	158 r	147	-265
1969					125·0 p	115·9 p		538	200		167 p	167 p	
1967													
3rd quarter	112	105	119·0	*1·7*	107·1	108·4	177·3	555	163	24,502	125	120	18
4th quarter	108	114	120·4	*2·1*	114·5	109·2	179·7	538	182	24,395	137	109	-255
1968													
1st quarter	107	117	122·1	*3·0*	122·9	111·4	184·8	511	184	24,362	156	142	- 91
2nd quarter	104	125	125·0	*4·5*	119·5	112·5	185·8	550	180	24,313	155	139	-101
3rd quarter	104	129	125·7	*5·6*	119·3	112·8	187·7	580	182	24,293	161	151	- 7
4th quarter	107	129	127·2	*5·6*	120·4	113·1	191·0	533	210	24,309	163	155	- 66
1969													
1st quarter	111	133	129·7	*6·2*	122·3	114·1	194·6	499	206	24,324	163 r	155 r	26
2nd quarter	119	131	131·8	*5·4*	124·2	115·1	195·4	527	195		169 r	163 r	65
3rd quarter	114 p	131 p	132·0	*5·0*	126·1	116·5	197·4	581	192		167	174 r	141
4th quarter					127·3 p	117·8 p		545	207		169 p	177 p	
1969													
June	119	131	132·1	*5·3*	124·9	115·4	195·7	543	191		173	170	
July	114 p	132 p	132·1	*5·3*	124·8	116·0	196·6	577	186		171 r	164 r	
August	114 p	132 p	131·8	*4·9*	127·0	116·4	197·1	585	192		166 r	180	
September	114 p	131 p	132·2	*5·1*	126·4	117·0	198·5	580	199		166	177 r	
October	114 p	129 p	133·2	*5·4*	125·9	117·5 r	198·7	555	202		169	177 r	
November			133·5	*5·4*	127·4 p	117·8 p	199·1	536	206		168 r	178 r	
December					128·6 p	118·2 p		545	214		169 p	176 p	

† Not seasonally adjusted.

Industry's investment intentions for 1970 and 1971

Source—Manufacturing industry: Ministry of Technology. Distributive and service industries: Board of Trade. Shipping industry: Board of Trade.

Manufacturing industry

FORECASTS OF EXPENDITURE in 1970 and 1971 provided to Ministry of Technology in November/December last year indicate that manufacturing industry was then expecting that investment would rise by about 10 per cent, in real terms, between 1969 and 1970 and that the upward movement would continue into 1971. It is not possible at this early stage to give an estimate of the probable magnitude of the increase between 1970 and 1971 suggested by manufacturers' forecasts. Past experience has shown that forecasts provided so much in advance of the period of actual expenditure can alter appreciably.

The chemicals industry and the metal manufacturing industry each contribute strongly to the indicated increase in investment between 1969 and 1970. The engineering, shipbuilding and metal goods industries and the paper, printing and publishing group of industries have plans and intention which indicate an increase in their capital expenditure between 1969 and 1970 not far different from the average for the whole of industry. The intentions of other industry groups indicate somewhat lower increases or even perhaps decreases; in particular a fall in investment is envisaged by the mineral oil refining industry whose investment reached a recent peak in 1968.

It is to be emphasized that the interpretation of companies' forecasts is subject to some margin of uncertainty. The method adopted in interpreting the figures given by contributors aims at establishing the likely levels of future investment which are indicated by the forecasts. Relationships between forecasts and the out-turn of expenditure, which have been established in past years, are assumed to hold for the latest forecasts but the extent to which such relationships based on past experience are appropriate for the future cannot be defined with confidence.

The latest forecasts supplied by contributors point to a continuation of the present upward phase of manufacturing industry's investment cycle. Since the last peak in 1966 investment had fallen gradually (the downward phase of the cycle was much less marked than in the downturn after the 1961 peak) until the third quarter of 1968. Although the recorded figures since then have been distorted by the bringing forward of expenditure into 1968 by the ending of the higher rates of investment grants at the end of that year, the underlying trend has been decidedly upwards.

Summary

To give a guide to the orders of magnitude involved the table below gives a run of past figures with round estimates for 1969 and 1970, based respectively on the actual figures for the first three quarters of 1969 and manufacturers' forecasts for 1970.

Manufacturing industry's capital expenditure
£ million, 1963 prices

1961	1,301
1962	1,196
1963	1,005
1964	1,190
1965	1,309
1966	1,351
1967	1,310
1968	1,349
1969 (round estimate)	1,440
1970 (round estimate)	1,580

Note:
It is thought that about £30 million of expenditure (at 1963 prices) which might have taken place in 1969 was brought forward into 1968 to secure the higher rate of investment grants ended on December 31, 1968.

Distributive and service industries (excluding shipping)

Forecasts supplied to the Board of Trade in November/December by companies in the distributive and service industries (excluding shipping) suggest that they were expecting little change, or perhaps a small increase, in the volume of investment in 1970 compared with 1969. Earlier forecasts had indicated that the upward trend of the last three years would continue in 1970, but this is not confirmed. Companies' forecasts now show only a fairly small increase, on average, over their forecasts for 1969 reported 12 months earlier, and this increase virtually disappears after allowance for price rises. Interpretation of the results for this sector is, however, subject to rather greater uncertainty than for manufacturing industry. The preliminary forecasts for 1971 suggest some increase in the volume of investment between 1970 and 1971, but no estimate of the magnitude can be given at this stage.

Shipping industry

Forecasts of capital expenditure supplied to the Board of Trade by companies in the shipping industry also suggest little change in the volume of investment between 1969 and 1970. Estimates for this industry have considerable margins of uncertainty: expenditure by the shipping industry can fluctuate sharply from year to year and, probably as a result of this, companies' forecasts have not proved a very consistent guide to actual expenditure. Though the forecasts point to no further increase in 1970, they indicate that the high rate of investment in 1968 and 1969 is likely to be maintained. For 1971 the preliminary forecasts cannot be interpreted with any precision but would be consistent with a substantial rise.

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Government statistics for industry

THE CENTRAL Statistical Office has produced a short guide to the main business and economic statistics available from the Government Statistical Service. Its aim is to encourage businessmen to make more use of official statistics by indicating the broad areas covered and providing a list of published sources and numbers to telephone for further information.

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WORK OF BRITISH STANDARDS INSTITUTION

The British Standards Institution (British Standards House, 2 Park Street, London, W.1) is well known as the official standards organization for this country. It also takes an active part in the work of international standards organizations such as ISO and IEC. Apart from standards work, BSI has several other functions. It runs a certification mark scheme, granting licences to manufacturers to use the BSI 'Kite mark' on products conforming to British Standards. It also undertakes testing work for outside bodies. It runs a Technical Help to Exporters scheme, providing firms selling abroad with information on overseas technical regulations applying to their products. It has been designated as the focal point for the British change to the metric system, which means that it co-ordinates the details and timing of the change in each industry, apart from re-writing thousands of British Standards in metric form.

Industry's capital expenditure in third quarter of 1969

(Source: Manufacturing industry: Ministry of Technology; Distributive and service industries: Board of Trade; Shipping industry: Board of Trade)

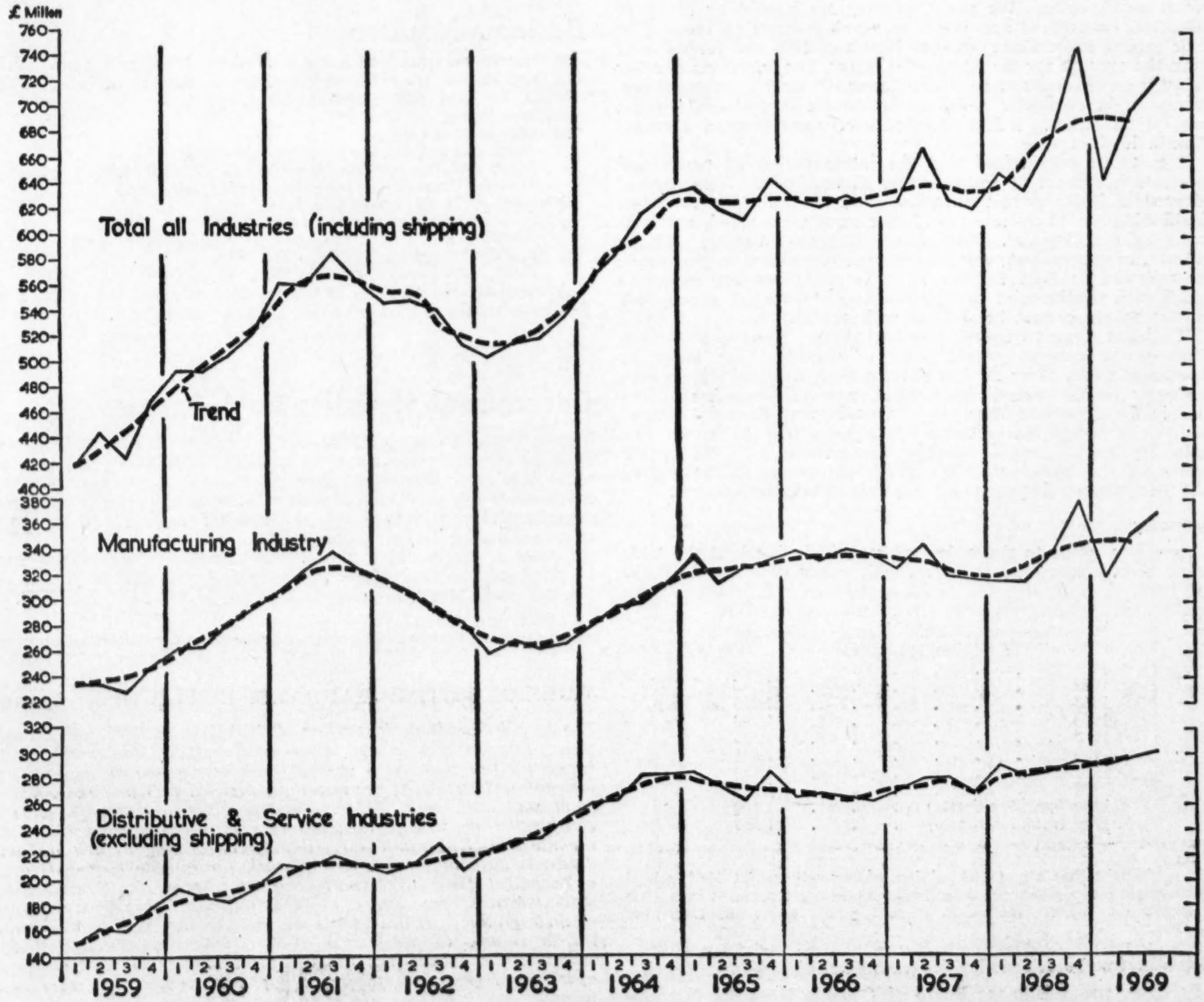
Manufacturing industry

MANUFACTURING INDUSTRY'S investment in the third quarter of 1969 is now estimated to have increased by 6 per cent (1963 prices, seasonally adjusted) over its level in the second quarter, a somewhat greater rise than that provisionally estimated a month ago. Expenditure in the first three quarters of 1969 was, at 1963 prices, 8 per cent above expenditure in the corresponding period of 1968. If, however, an allowance is made for the distortion in the normal pattern caused by the ending of the higher rates of investment grants at December 31, 1968 the increase was 11 per cent.

Most of the increase in manufacturing industry's total expenditure between the second and third quarter of 1969 was accounted for by a rise in spending on plant and machinery. A small fall was shown in investment in vehicles while expenditure on new building work rose following a fairly strong increase in the second quarter.

The different industry groups contributed in varying measure to the upward trend of investment. Investment by the chemical industry, the metal manufacturing industry and the paper, printing and publishing industries was rising strongly and appeared to be returning to the high levels reached in previous years. A fairly strong rise in expenditure was shown by the engineering, shipbuilding and metal goods group of industries in the third quarter though the level of expenditure by this group had previously remained steady for several years. Some considerable buoyancy has been shown by the vehicles industry and the underlying trend of investment by the textiles, leather and clothing industry and by the 'other manufacturing' group of industries has been strong though actual expenditure by these two last groups fell slightly between the second and third quarters. In contrast to the strongish picture presented by the industries mentioned above the expenditure of the food, drink and tobacco groups of industries in 1969 has remained close to the 1968 level. Investment by the mineral oil refin-

Industry's fixed capital expenditure at 1963 prices seasonally adjusted



ing industry has been running at a level below that in 1968 though it should be noted that its expenditure rose strongly in the years 1966 to 1968 to reach a peak substantially above expenditure in any earlier year.

Distributive and service industries

The rise between the second and third quarters of 1969 in capital expenditure by the distributive and service industries, excluding shipping is now estimated to have been 3 per cent (at 1963 prices, seasonally adjusted). Almost all of this increase was in expenditure on plant and machinery, but there were small rises in spending on new building work and on vehicles. Investment by both wholesalers and retailers increased a little between the two quarters, but the main increase was in spending by 'other industries'. In the first nine months of 1969 expenditure by the distributive and service industries increased by 4½ per cent compared with the same period of 1968, or by a little more if the distortion which seems to have been introduced by the ending in December 1968 of the higher rates of investment grants payable on eligible expenditure is allowed for.

Shipping industry

Investment expenditure by shipowners fluctuates considerably from quarter to quarter since expenditure on individual ships can be substantial and payments may be made at irregular intervals in the course of construction. In the third quarter of 1969 the volume of expenditure by the shipping industry rose to about the same level as on average in the preceding 12 months.

Revision to previous figures

Industry's figures for the second quarter have been slightly revised to take account of a revision to the price index used for new building work.

Table 1. Industry's fixed capital expenditure at 1963 prices seasonally adjusted

£ million

	Total	Analysis by industrial sectors			Analysis by type of asset		
		Manufacturing industries	Distributive and service industries (excluding shipping)	Shipping industry	New building work	Vehicles	Plant and machinery
1960	2,013	1,104	758	151	594	425	994
1961	2,274	1,301	852	121	699	406	1,169
1962	2,149	1,196	852	101	696	364	1,089
1963	2,075	1,055	936	84	650	391	1,034
1964	2,402	1,190	1,088	124	723	494	1,185
1965	2,515	1,309	1,107	99	756	472	1,287
1966	2,507	1,351	1,061	95	715	473	1,319
1967	2,543	1,310	1,100	133	687	513	1,343
1968	2,711	1,349	1,149	213	678	608	1,425
1963 1st quarter	504	257	223	24	161	92	251
2nd quarter	515	268	231	16	165	92	258
3rd quarter	519	263	233	23	160	99	260
4th quarter	537	267	249	21	164	108	265
1964 1st quarter	567	281	260	26	168	117	282
2nd quarter	586	295	263	28	177	117	292
3rd quarter	617	299	282	36	188	132	297
4th quarter	632	315	283	34	190	128	314
1965 1st quarter	637	336	285	16	201	112	324
2nd quarter	620	314	274	32	187	124	309
3rd quarter	613	327	264	22	185	111	317
4th quarter	645	332	284	29	183	125	337
1966 1st quarter	628	340	266	22	180	117	331
2nd quarter	623	333	267	23	177	119	327
3rd quarter	632	341	265	26	179	120	333
4th quarter	624	337	263	24	179	117	328
1967 1st quarter	628	326	271	31	179	121	328
2nd quarter	668	345	280	43	177	140	351
3rd quarter	628	321	281	26	166	125	337
4th quarter	619	318	268	33	165	126	327
1968 1st quarter	648	316	290	42	163	142	343
2nd quarter	637	317	283	37	170	131	336
3rd quarter	676	337	283	56	174	154	348
4th quarter	750	379	293	78	171	181	398
1969 1st quarter	647	319	291	37	176	141	330
2nd quarter	701	355	298	48	184	153	364
3rd quarter	737	375	307	55	190	158	389

The total of manufacturing industry and of the distributive and service industries covers a wide sector of the economy, accounting – after exclusion of dwellings – for about 51 per cent of total capital expenditure in 1968. The total comprises most industries and services outside agriculture, forestry and fishing, coal mining, public utilities, the public transport corporation and public administration. The excluded parts are, except for agriculture, very largely in the public sector of the economy. For all industries covered, public expenditure (e.g. by the British Steel Corporation) is included. However, the figures are largely representative of the trend of expenditure of private industry and business.

For other footnotes, see end of article.

(Continued on next page)

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CAPITAL EXPENDITURE, *continued*

Table 2. Fixed capital expenditure of manufacturing industry at 1963 prices seasonally adjusted

£ million

	Total	Analysis by industry group									Analysis by type of asset		
		Food, drink and tobacco	Mineral oil refining	Chemicals and allied industries	Metal manufacture	Engineering shipbuilding and metal goods	Vehicles	Textiles leather and clothing	Paper printing and publishing	Other manufacturing industries	New building work	Vehicles	Plant and machinery
1960	1,104·2	137·8	16·6	143·8	204·0	251·7	86·0	93·1	73·3	97·9	285·0	69·1	750·1
1961	1,301·1	146·9	24·6	174·3	266·4	275·1	115·3	111·1	80·3	107·1	343·7	65·9	891·5
1962	1,195·8	145·2	17·5	173·3	228·6	242·4	103·7	95·4	80·7	109·0	321·7	57·0	817·1
1963	1,055·2	145·0	26·8	135·9	136·1	239·4	98·0	86·5	79·7	107·8	263·6	69·5	722·1
1964	1,189·7	162·2	28·1	170·8	114·4	287·2	86·1	117·1	90·8	133·0	291·4	85·1	813·2
1965	1,308·6	166·7	27·0	213·0	112·8	301·9	103·7	132·8	98·8	151·9	319·2	88·1	901·3
1966	1,350·9	161·6	50·2	231·1	116·0	307·7	115·2	129·1	86·2	153·8	307·8	84·8	958·3
1967	1,310·0	186·3	77·2	192·0	116·4	300·6	116·4	105·8	83·7	131·6	267·7	87·8	954·5
1968	1,349·5	204·3	90·5	199·0	99·2	306·1	100·1	129·5	80·5	140·3	279·7	96·5	973·3
1963 1st quarter	257·5	33·4	5·0	32·6	40·1	59·0	24·0	20·6	19·0	23·8	64·5	15·0	178·0
2nd quarter	268·1	36·4	6·4	35·1	36·9	60·2	25·0	20·7	20·7	26·7	67·7	17·2	183·2
3rd quarter	263·0	35·8	7·3	34·1	29·7	61·8	24·6	21·9	20·4	27·4	64·4	18·6	180·0
4th quarter	266·6	39·4	8·1	34·1	29·4	58·4	24·4	23·3	19·6	29·9	67·0	17·8	180·9
1964 1st quarter	280·7	39·3	10·3	37·6	28·2	67·0	21·2	25·3	22·1	29·7	69·2	20·7	190·8
2nd quarter	295·1	40·8	6·6	41·1	27·8	72·1	23·0	28·4	21·1	34·2	72·8	21·2	201·1
3rd quarter	298·7	41·8	5·4	42·7	29·1	73·0	19·5	29·7	24·4	33·1	72·8	21·6	204·3
4th quarter	315·2	40·3	5·8	49·4	29·3	75·1	22·4	33·7	23·2	46·0	76·6	21·6	217·0
1965 1st quarter	335·5	42·0	6·8	52·0	28·7	80·1	25·1	35·0	26·8	39·0	85·2	22·4	227·9
2nd quarter	314·5	39·7	6·2	51·0	28·1	72·1	24·0	31·4	26·1	35·9	78·0	21·2	215·3
3rd quarter	327·0	42·7	6·2	58·0	28·8	69·9	26·4	34·3	22·8	37·9	79·3	21·1	226·6
4th quarter	331·6	42·3	7·8	52·0	27·2	79·8	28·2	32·1	23·1	39·1	76·7	23·4	231·5
1966 1st quarter	339·6	40·9	10·0	61·2	28·7	74·9	31·0	31·6	20·6	40·7	76·5	21·6	241·5
2nd quarter	333·3	39·6	11·6	55·0	27·6	77·6	28·8	34·8	20·7	37·6	74·7	22·5	236·1
3rd quarter	341·4	40·0	14·6	57·9	29·2	78·3	27·8	31·9	21·5	40·2	77·7	21·1	242·6
4th quarter	336·6	41·1	14·0	57·0	30·5	76·9	27·6	30·8	23·4	35·3	78·9	19·6	238·1
1967 1st quarter	326·5	46·4	15·2	47·4	30·3	74·6	28·6	28·6	21·0	34·4	73·9	19·5	233·1
2nd quarter	344·5	47·0	19·6	55·1	31·9	79·1	31·0	26·6	21·9	32·3	70·7	22·1	251·7
3rd quarter	320·6	46·1	20·8	42·8	29·5	74·5	28·4	24·8	21·6	32·1	62·1	23·0	235·5
4th quarter	318·4	46·8	21·6	46·7	24·7	72·4	28·4	25·8	19·2	32·8	61·0	23·2	234·2
1968 1st quarter	316·3	45·0	18·9	45·0	31·5	73·6	23·4	28·8	19·4	30·7	62·0	24·1	230·2
2nd quarter	316·8	49·7	20·9	48·5	24·5	70·2	24·1	26·4	17·8	34·7	68·2	22·0	226·6
3rd quarter	337·0	53·9	20·9	47·7	22·3	78·6	29·5	31·3	19·2	33·6	75·0	23·7	238·3
4th quarter	379·4	55·7	29·8	57·8	20·9	83·7	23·1	43·0	24·1	41·3	74·5	26·7	278·2
1969 1st quarter	318·8	46·2	20·3	47·1	26·6	70·8	21·4	36·3	16·6	33·5	73·7	23·7	221·4
2nd quarter	355·4	52·4	16·4	54·6	28·2	73·5	29·4	37·5	22·1	41·3	78·1	26·5	250·8
3rd quarter	375·0	49·2	16·4	56·9	30·7	82·1	38·6	36·5	24·4	40·2	81·8	25·0	268·2

Table 3. Fixed capital expenditure in the distributive and service industries (excluding shipping) at 1963 prices seasonally adjusted

£ million

	Total	Analysis by industry group			Analysis by type of asset		
		Wholesale Distribution	Retail Distribution	Other industries	New building work	Vehicles	Plant and machinery
1960	758	102	182	474	308	206	244
1961	852	107	203	542	355	220	277
1962	852	105	196	551	373	207	272
1963	936	115	212	609	385	239	312
1964	1,088	134	243	711	430	286	372
1965	1,107	133	226	748	432	289	386
1966	1,061	120	198	743	404	297	360
1967	1,100	139	200	761	417	295	388
1968	1,149	142	202	,805	394	303	452
1963 1st quarter	223	28	53	142	96	54	73
2nd quarter	231	29	50	152	97	59	75
3rd quarter	233	29	53	151	95	58	80
4th quarter	249	29	56	164	97	68	84
1964 1st quarter	260	31	58	171	99	70	91
2nd quarter	263	32	63	168	104	68	91
3rd quarter	282	33	62	187	114	75	93
4th quarter	283	38	60	185	113	73	97
1965 1st quarter	285	37	59	189	113	76	96
2nd quarter	274	32	57	185	108	72	94
3rd quarter	264	33	56	176	105	68	91
4th quarter	284	31	54	198	106	73	105
1966 1st quarter	266	30	51	185	103	74	89
2nd quarter	267	31	49	187	101	75	91
3rd quarter	265	30	49	186	101	74	90
4th quarter	263	29	49	185	99	74	90
1967 1st quarter	271	32	49	190	104	72	95
2nd quarter	280	35	49	196	106	76	98
3rd quarter	281	36	50	195	103	76	102
4th quarter	268	36	52	180	104	71	93
1968 1st quarter	290	38	53	199	101	77	112
2nd quarter	283	33	51	199	101	72	110
3rd quarter	283	34	48	201	98	75	110
4th quarter	293	37	50	206	94	79	120
1969 1st quarter	291	35	51	205	102	80	109
2nd quarter	298	34	51	213	104	80	114
3rd quarter	307	35	53	219	105	81	121

Table 4. Industry's fixed capital expenditure at current prices

£ million

	Total	Manufacturing industry	Distributive and service industries (excluding shipping)	Shipping industry
1960	1,901	1,021	718	162
1961	2,192	1,239	821	132
1962	2,119	1,168	844	107
1963	2,075	1,055	936	84
1964	2,446	1,216	1,107	123
1965	2,657	1,401	1,156	100
1966	2,739	1,504	1,136	99
1967	2,797	1,465	1,192	140
1968	3,084	1,565	1,288	231
1963 1st quarter	481	240	219	22
2nd quarter	504	263	226	15
3rd quarter	513	264	227	22
4th quarter	577	288	264	25
1964 1st quarter	551	268	260	23
2nd quarter	584	295	264	25
3rd quarter	613	303	277	33
4th quarter	698	350	306	42
1965 1st quarter	638	333	290	15
2nd quarter	643	329	284	30
3rd quarter	642	352	269	21
4th quarter	735	387	313	35
1966 1st quarter	661	357	283	21
2nd quarter	661	357	282	22
3rd quarter	676	378	272	26
4th quarter	741	412	299	30
1967 1st quarter	676	354	293	29
2nd quarter	714	370	300	44
3rd quarter	669	354	290	25
4th quarter	738	387	309	42
1968 1st quarter	704	342	321	41
2nd quarter	708	355	314	39
3rd quarter	750	388	306	56
4th quarter	922	480	347	95
1969 1st quarter	734	361	335	38
2nd quarter	805	410	342	53
3rd quarter	850	451	342	57

Notes relating to Tables 1 to 4

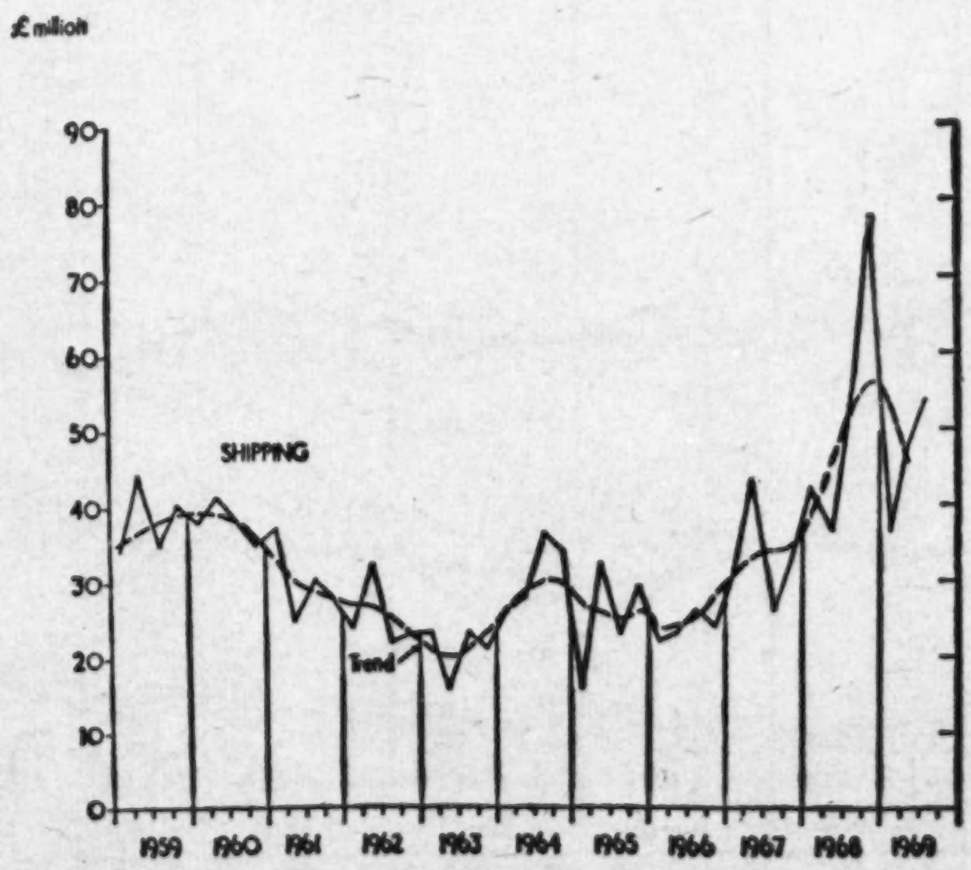
Capital expenditure comprises expenditure on vehicles (including ships) and plant and machinery less receipts from sales of these assets and on new building work.

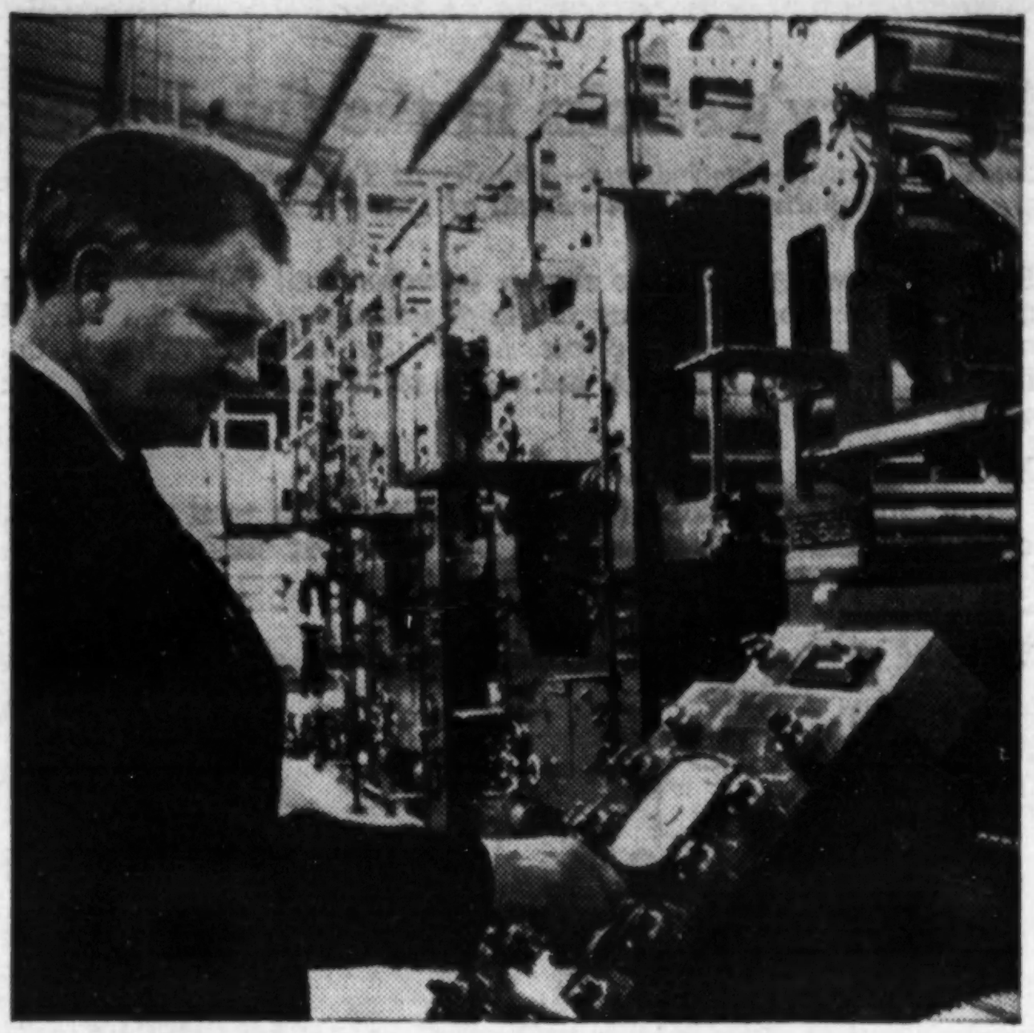
The analysis by industry group follows the Standard Industrial Classification (1963 consolidated edition):

Manufacturing Orders III to XVI
Distributive Trades Order XX
Wholesale MLH 810, 831, 832
Retail MLH 820
Other Industries Order XVII (Construction); XIX (Transport and Communication) excluding 701 – Railways, 705 – Port and Inland Water Transport, 706 – Air Transport and 707 – Postal Services and Telecommunications; XXI (Insurance, Banking and Finance) excluding savings departments of the Post Office and Trustee Savings Banks; XXII (Professional and Scientific Services) excluding 872 – Educational Services and 874 – Medical and Dental Services; and XXIII (Miscellaneous Services).

The estimates are shown to the nearest £ million but should not be regarded as accurate to this degree, and care should be taken in using the industry figures in Tables 2 and 3 because of the margins of error involved in the quarterly seasonal adjustments.

Industry's fixed capital expenditure at 1963 prices seasonally adjusted





The Deputy British High Commissioner, Mr. R. W. B. Carter, visited the Melbourne 'Sunday Observer' recently where he switched on the newspaper's new Goss 'Urbanite' offset press. This is claimed to be the biggest, and fastest, offset press of it kind at present installed in Australia.

New companies registered

BELOW ARE DETAILS of new companies registered in Great Britain during December 1969, showing nominal capital. The figures are exclusive of unlimited companies and companies limited by guarantee.

Nominal Capital	Total	Public Companies	Private Companies
Not exceeding £100	1,415	—	1,415
Over £100 but under £1,000	94	—	94
£1,000 but under £10,000	527	—	527
£10,000 but under £50,000	96	—	96
£50,000 but under £100,000	7	—	7
£100,000 but under £1,000,000	11	—	11
£1,000,000 and over	—	—	—
Total number	2,150	—	2,150
Total amount of Nominal Capital	£ thous. 4,399	£ thous. —	£ thous. 4,399

Companies registered in Great Britain in 1968 and 1969.

	1968 Number	1968 Nominal Capital £ thous.	1969 Number	1969 Nominal Capital £ thous.
January	1,395	5,721	2,077	6,597
February	1,440	7,323	1,892	7,408
March	1,749	7,592	2,227	25,151
April	1,543	5,124	2,066	5,614
May	1,837	4,034	2,089	6,272
June	1,546	3,735	1,979	5,643
July	1,780	4,748	2,133	10,764
August	1,742	3,836	1,880	4,667
September	1,601	4,316	1,841	6,324
October	1,921	5,604	1,806	5,062
November	1,829	3,713	1,988	4,221
December	1,774	6,178	2,150	4,399
Total	20,157	61,924	24,128	92,122

Industry's stocks in the third quarter of 1969

Source: Manufacturing industry – Ministry of Technology
Distributive industries – Board of Trade

REVISED ESTIMATES of the change in volume of industry's stocks and work in progress during the third quarter of 1969 show a fall of £45 million, at 1963 prices, seasonally adjusted. This is the first quarterly reduction in industry's total stocks since the first quarter of 1968.

Manufacturing industry

The fall of £30 million (seasonally adjusted) in total stocks conceals contrasting movements in the different industry groups. Stocks held by the food, drink and tobacco industries and by the textile industries rose. The engineering industries started to rebuild their stocks in the first half of this year after a long bout of destocking but their stocks appear to have fallen again during the third quarter. The metal manufacturing industry has also reduced its stocks, in this case for the third quarter running. The consistent build up of stocks fom the second quarter of 1968 shown by the chemical industry and by the 'other manufacturing' industries was broken during the quarter.

(Continued on next page)

Value of physical increase of industry's stocks at 1963 prices seasonally adjusted

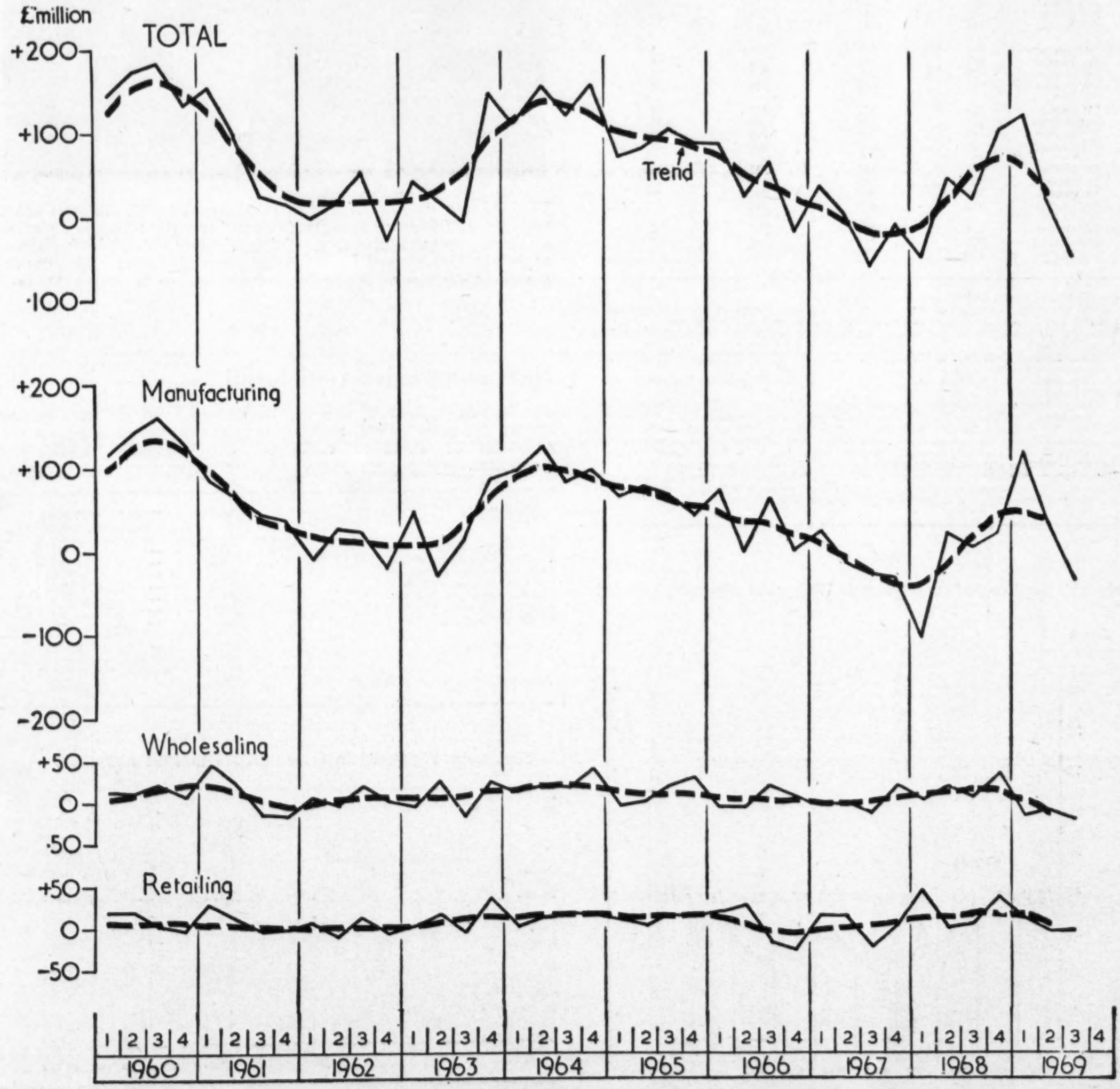


Table 1. Value of physical increase of industry's stocks at 1963 prices seasonally adjusted.

£ million

	Total	Manufacturing	Wholesaling	Retailing
Level of stocks at end 1968	9,540	6,954	1,228	1,359
1960	636	547	50	39
1961	299	231	38	30
1962	63	26	22	15
1963	211	123	31	57
1964	552	411	91	50
1965	356	262	49	45
1966	172	147	19	6
1967	- 17	- 39	10	11
1968	124	- 47	75	95
1963 1st quarter	44	46	5	3
2nd quarter	20	- 25	27	18
3rd quarter	- 2	15	16	- 1
4th quarter	149	87	25	37
1964 1st quarter	112	99	11	2
2nd quarter	159	127	21	11
3rd quarter	123	85	19	19
4th quarter	158	100	41	18
1965 1st quarter	75	68	- 3	10
2nd quarter	84	79	1	4
3rd quarter	106	69	20	17
4th quarter	90	46	31	14
1966 1st quarter	88	73	- 5	20
2nd quarter	28	4	- 4	28
3rd quarter	69	66	21	- 17
4th quarter	- 13	5	7	- 25
1967 1st quarter	39	26	- 2	15
2nd quarter	7	- 10	1	15
3rd quarter	- 56	- 25	- 10	- 21
4th quarter	- 7	- 30	22	2
1968 1st quarter	- 46	-100	5	49
2nd quarter	47	24	22	1
3rd quarter	22	7	10	5
4th quarter	101	23	38	40
1969 1st quarter	122	120	- 11	13
2nd quarter	+21	32	- 8	- 3
3rd quarter	- 45	- 30	- 14	- 1

The various categories of assets also recorded different movements. Following a fairly consistent build up over the previous five quarters, holdings of finished goods fell during the third quarter. Similarly stocks of materials and fuel which started to increase at the end of 1968 have also broken this trend with a moderately large fall. In contrast the level of work in progress rose after remaining virtually static during the second quarter.

The ratio of manufacturing stocks to manufacturing production fell slightly during the quarter to a level only marginally above that reached in the final quarter last year.

Distributive trades

During the third quarter wholesalers' stocks fell by £14 million, at 1963 prices, seasonally adjusted. This is the third successive quarter in which their stocks have been reduced, following a period of substantial stockbuilding in 1968. The reduction in the third quarter was in stocks held by general wholesale distributors, and by dealers in industrial materials and machinery. The latter had increased their stocks during the first half year; but stocks held by general wholesale distributors, which accounted for three quarters of all stockbuilding by wholesalers in 1968, have fallen in each of the first three quarters of 1969 and more than account for the reduction in stocks held by all wholesalers over this period. Stocks held by dealers in coal, builders' materials, etc., were unchanged in the third quarter.

Retailers' stocks were little changed during the third quarter: the figures show a reduction of £1 million, at 1963 prices, seasonally adjusted. These stocks have fallen slightly in the second and third quarters, taken together, following a period of high stockbuilding during 1968 and in the first quarter of 1969.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, **Board of Trade Journal,** *Room* 437, *Board of Trade,* 1 *Victoria Street, London, S.W.*1 (*Tel.* 01-222 7877, *Ext.* 2653/6) *and not to HMSO.*

Table 2. Value of the physical increase in stocks held by manufacturing industry at 1963 prices seasonally adjusted

£ million

		Analysis by industry group						Analysis by type of asset		
	All manufacturing industries	Food, drink and tobacco	Chemicals and allied industries	Metal manufacture	Engineering, shipbuilding, vehicles and metal goods	Textiles leather and clothing	Other manufacturing industries	Materials and fuel	Work in progress	Finished goods
Level of stocks at end 1968	6,954	896	630	527	3,424	747	731	2,378	2,641	1,935
1960	547	45	41	83	288	30	61	230	146	171
1961	231	10	17	13	154	8	29	40	103	89
1962	26	23	3	-18	41	-19	- 3	-62	42	46
1963	123	44	-11	2	75	2	12	2	100	21
1964	411	6	41	31	240	61	32	147	177	87
1965	262	1	25	26	171	- 2	41	56	98	108
1966	147	- 5	26	-16	85	26	30	-20	33	134
1967	-39	20	3	-27	10	-33	-12	-38	33	-34
1968	-47	- 2	44	31	-155	10	25	-12	-46	11
1963 1st quarter	46	2	4	2	28	-10	20	-15	24	38
2nd quarter	-25	9	- 9	-2	-13	- 2	- 9	-15	11	-21
3rd quarter	15	9	- 7	- 1	8	8	- 2	11	20	-16
4th quarter	87	24	1	3	51	5	3	21	46	20
1969 1st quarter	99	11	12	9	48	17	2	60	31	8
2nd quarter	127	- 1	8	16	76	20	9	31	56	41
3rd quarter	85	- 7	10	1	65	7	9	13	47	25
4th quarter	100	3	12	4	51	17	13	43	43	13
1965 1st quarter	68	-13	- 3	10	55	10	10	1	49	19
2nd quarter	79	1	20	—	50	- 4	12	30	7	42
3rd quarter	69	16	3	7	37	- 7	14	14	34	22
4th quarter	46	- 3	4	10	29	- 1	6	11	9	26
1966 1st quarter	73	5	11	- 4	42	6	13	4	18	51
2nd quarter	4	2	5	-18	4	7	5	-19	13	10
3rd quarter	66	-13	4	18	38	9	9	24	1	41
4th quarter	5	1	6	-11	1	5	3	-28	1	32
1967 1st quarter	26	1	5	- 4	25	- 6	5	- 8	15	19
2nd quarter	-10	2	-19	- 7	26	- 7	- 5	-19	4	6
3rd quarter	-25	19	19	-13	-36	- 4	-11	- 4	3	-24
4th quarter	-30	- 2	- 3	- 4	- 5	-17	—	- 7	11	-34
1968 1st quarter	-100	9	-11	- 1	-81	- 7	- 9	- 9	-32	-59
2nd quarter	24	- 3	25	9	-27	8	12	- 2	—	25
3rd quarter	7	-13	14	7	- 7	2	5	-13	7	13
4th quarter	23	5	17	16	-40	8	18	12	-21	32
1969 1st quarter	120	11	10	- 7	76	21	8	21	35	65
2nd quarter	32	-10	8	- 3	33	- 2	6	20	1	12
3rd quarter	-30	18	- 9	-24	-22	8	—	-30	17	-17

(Continued on next page)

INDUSTRY'S STOCKS IN THE THIRD QUARTER OF 1969, *continued*

Table 3. Value of the physical increase of stocks held by wholesalers at 1963 prices seasonally adjusted

£ million

	Total wholesalers	General wholesale distributors	Dealers in coal, builders' materials, etc.	Dealers in industrial materials and machinery
Level of stocks at end 1968	1,228	787	121	320
1960	50	27	4	19
1961	38	27	—	11
1962	22	4	4	15
1963	31	14	5	11
1964	91	47	13	30
1965	49	23	5	21
1966	19	13	—	7
1967	10	5	—	5
1968	75	57	6	13
1963 1st quarter	- 5	- 5	3	- 3
2nd quarter	27	17	3	8
3rd quarter	-16	-17	- 4	5
4th quarter	25	19	4	2
1964 1st quarter	11	—	5	6
2nd quarter	21	10	1	10
3rd quarter	19	4	7	7
4th quarter	41	33	—	7
1965 1st quarter	- 3	- 9	1	6
2nd quarter	1	—	- 2	3
3rd quarter	20	13	2	5
4th quarter	31	19	5	7
1966 1st quarter	- 5	- 6	4	- 2
2nd quarter	- 3	- 2	- 1	- 1
3rd quarter	21	19	- 3	5
4th quarter	7	2	—	6
1967 1st quarter	- 2	-14	3	9
2nd quarter	1	8	- 6	- 1
3rd quarter	-10	- 7	2	- 6
4th quarter	22	18	1	2
1968 1st quarter	5	8	3	- 6
2nd quarter	22	12	3	7
3rd quarter	10	15	- 1	- 3
4th quarter	38	23	1	15
1969 1st quarter	-11	-21	5	5
2nd quarter	- 8	-12	- 3	8
3rd quarter	-14	- 5	—	- 9

Table 4. Increases in the book value of industry's stocks

£ million

	Total	Manufacturing	Wholesaling	Retailing
Levrl of stocks at end 1968	11,159	8,165	1,432	1,562
1960	690	591	56	44
1961	416	312	43	61
1962	155	78	32	45
1963	360	250	48	63
1964	815	593	133	90
1965	628	489	74	66
1966	458	365	48	44
1967	137	69	47	21
1968	683	371	134	179
1963 1st quarter	119	69	- 6	56
2nd quarter	20	4	23	- 6
3rd quarter	27	16	23	-13
4th quarter	195	161	8	26
1964 1st quarter	208	138	15	55
2nd quarter	230	185	32	13
3rd quarter	187	116	65	7
4th quarter	191	154	21	15
1965 1st quarter	195	124	2	69
2nd quarter	162	153	14	- 5
3rd quarter	172	108	62	2
4th quarter	99	104	- 4	—
1966 1st quarter	250	162	7	81
2nd quarter	173	138	10	25
3rd quarter	+97	69	51	-23
4th quarter	-62	- 4	-20	-39
1967 1st quarter	36	-14	-16	66
2nd quarter	26	18	1	7
3rd quarter	6	18	29	-41
4th quarter	70	48	33	-11
1968 1st quarter	147	10	23	114
2nd quarter	208	150	29	29
3rd quarter	162	115	54	- 7
4th quarter	166	96	27	43
1969 1st quarter	353	244	5	104
2nd quarter	213	203	5	6
3rd quarter	161	135	43	-17

Notes relating to Tables 1 to 4:

The analyses by industry group follows the Standard Industrial Classification (1963 consolidated edition):

Manufacturing Orders III to XVI.

Distributive Trades Order XX

Wholesale M.L.H. 810, 831, 832

Retail M.L.H. 820

The estimates are shown to the nearest £ million but should not be regarded as accurate to this degree, and care should be taken in using the industry figures in Tables 2 and 3 because of the margins of error in the quarterly seasonal adjustments.

(Continued on next page)

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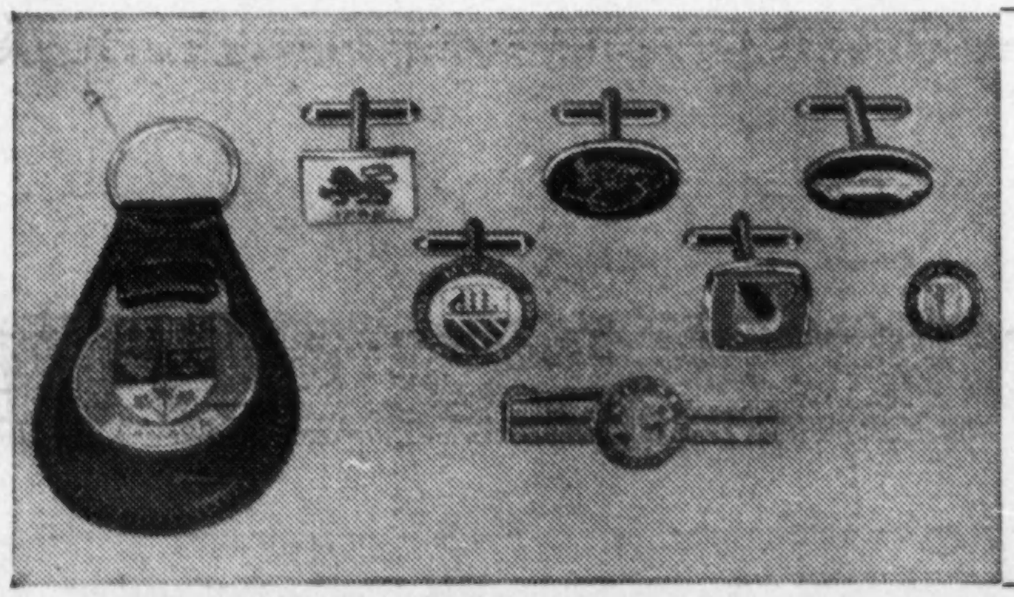

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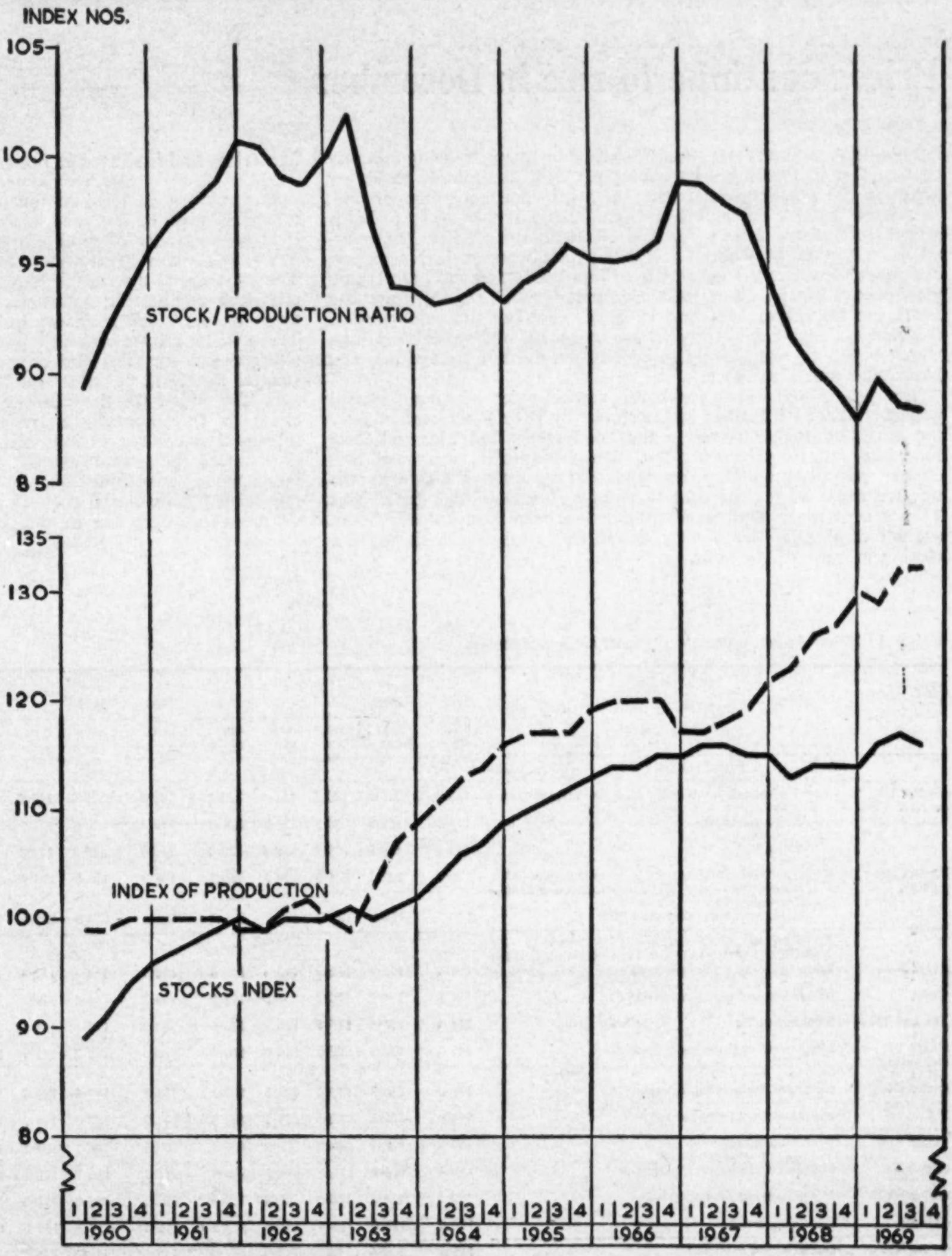
Table 5. The relationship of manufacturers' stocks to manufacturing production

		Index numbers – 4th quarter – 1962 = 100 seasonally adjusted		
		Stock levels at 1963 prices)	Production (with 1963 net output weight)	Ratio of Stocks to Production
1960 Q	1	89	99	89·4
	2	91	99	91·5
	3	94	100	93·8
	4	96	100	95·6
1961 Q	1	97	100	97·0
	2	98	100	97·8
	3	99	100	98·9
	4	100	99	100·7
1962 Q	1	99	99	100·4
	2	100	101	99·2
	3	100	102	98·7
	4	100	100	100·0
1963 Q	1	101	99	102·0
	2	100	103	97·1
	3	101	107	94·0
	4	102	109	93·9
1964 Q	1	104	111	93·2
	2	106	113	93·5
	3	107	114	94·1
	4	109	116	93·4
1965 Q	1	110	117	94·3
	2	111	117	94·7
	3	112	117	95·9
	4	113	119	95·2
1966 Q	1	114	120	95·1
	2	114	120	95·4
	3	115	120	96·1
	4	115	117	98·9
1967 Q	1	116	117	98·8
	2	116	118	97·9
	3	115	119	97·3
	4	115	122	94·5
1968 Q	1	113	123	91·8
	2	114	126	90·2
	3	114	127	89·3
	4	114	130	88·0
1969 Q	1	116	129	89·7
	2	117	132	88·5
	3	116	132	88·2



Notes

(1) The index numbers of the level of stocks relate to the end of each quarter; the index of production refers to production during the quarter.

(2) The 1963 index of production has been rebased on the fourth quarter of 1962 for the purposes of this table. Estimates for the years preceding 1962 are based on the previous 1958 based index.

(3) The index numbers of the stocks production ratios are calculated from unrounded estimates of the data in the previous two columns.

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WHOLESALE PRICE INDEX NUMBERS

Prices continue to rise in December

PRICES OF BASIC MATERIALS and fuel used in manufacturing industry rose further in December by over ½ per cent due mainly to higher prices in the non-food sector for metals, in particular copper and, to a lesser extent, tin, nickel and lead. Falls in the prices of hides and skins and raw wool somewhat offset these increases. The overall rise, although only about half that which occurred in November, continues to reflect the faster rate of increase which has been taking place in the latter part of 1969. Compared with 12 months ago the index for December has risen by 5 per cent but three-quarters of this rise has occurred in the past five months. Food materials prices, which began to rise sharply in September, did not change between November and December.

The provisional index for home market sales of manufactured products also rose further in December by over ¼ per cent, mainly the result of higher prices in the food sector but also reflecting increased output prices for the metals industries, e.g. steel and copper products, and for mechanical engineering. Although the upward trend during the past 12 months (the December figure was 3¼ per cent more than a year ago) has been fairly steady there are indications of the slightly faster rate of increase during the closing months of the year.

Materials and fuel used in broad sectors of industry (Table 1)

The unchanged level of the provisional index in December for materials used in the food manufacturing industries was the product of a number of price movements. In particular, a further rise in pig prices was largely offset by lower prices for sugar and cocoa. The provisional figures for November for both the mechanical and electrical engineering industries have been revised upwards and there were further increases in the provisional December figures. These index numbers, which have been considerably influenced by rising prices for steel and copper products, show very substantial rises of nearly 12 per cent and 18 per cent respectively since a year ago. The index for the chemicals and allied industries moved up again in December by nearly ¼ per cent, mainly the result of increased prices for various oils, and has increased by over 4 per cent during the year. Prices of materials and fuel used by the steel industries also rose further in December, by about 1 per cent, reflecting the increased cost of nickel, tin and tungsten ore. Most of the 4 per cent rise in this index, compared with a year ago,

(*Text continued on page* 165).

Table 1. Price Index numbers of materials purchased **1963 = 100**

1968 SIC		1968	1969				1968	1969							
		4th qtr.	1st qtr.	2nd qtr.	3rd qtr.	4th qtr. p	Dec.	May	June	July	Aug.	Sept.	Oct.	Nov. p	Dec. p
	MATERIALS PURCHASED BY MANUFACTURING INDUSTRY														
Orders III to XIX	Basic materials and fuel used in manufacturing industry:	118·3	119·6	120·3	121·4	124·1	119·0	120·2	120·8	120·5	121·7	122·0	122·8	124·3	125·1
	Basic materials	118·0	119·6	120·5	121·8	124·6	118·9	120·4	121·0	120·7	122·2	122·4	123·2	124·9	125·8
	†Fuel	119·9	119·9	119·8	119·8	120·9	119·9	119·8	119·8	119·8	119·8	119·8	120·9	120·9	120·9
Orders IV to XIX	Basic materials and fuel used in manufacturing industry other than food drink and tobacco manufacturing industries:	120·4	122·3	124·2	126·1	127·3	120·9	123·9	124·9	124·8	127·0	126·4	125·9	127·4	128·6
	Basic materials other than fuel	120·5	122·8	125·2	127·5	128·8	121·2	124·8	126·1	126·0	128·7	127·9	127·0	128·9	130·4
	MATERIALS AND FUEL PURCHASED BY SELECTED BROAD SECTORS OF INDUSTRY														
211-229	Food manufacturing industries	113·4	113·7	112·5	112·4	117·8	114·4	112·7	112·4	111·8	111·6	113·7	116·8	118·3	118·3
Order V	Chemicals and allied industries	114·6	115·2	116·2	116·8	118·7	114·7	116·2	116·4	116·1	117·1	117·1	117·5	118·9	119·6
311 and 312	Steel industries	114·6	115·3	115·6	116·9	118·6	115·0	115·5	116·1	116·9	116·7	117·0	117·8	118·4	119·5
Order VII (excluding MLH 342)	Mechanical engineering industries	117·2	120·0	122·6	126·8	130·4	118·0	122·2	123·7	125·7	127·1	127·5	129·0	130·3	131·8
Order IX	Electrical engineering industry	130·0	136·7	143·2	149·5	153·1	132·2	142·6	145·9	146·5	150·9	151·1	149·6	153·3	156·3
361	Electrical machinery industry	124·0	128·2	132·5	137·5	141·3	125·2	132·0	134·3	135·4	138·0	139·0	139·2	141·5	143·3
Order XIII	Textile industries	104·3	103·7	104·3	103·4	102·8	103·5	104·7	104·2	103·6	103·5	103·0	102·8	102·7	102·8
Order XV	Clothing and footwear industries	112·4	114·2	116·0	116·3	116·8	113·0	116·1	116·1	116·1	116·4	116·6	116·7	116·7	116·9
Order XVII	Timber industries	122·3	124·3	126·0	127·8	129·0	123·1	126·0	126·6	127·4	127·7	128·1	128·8	129·0	129·2
481–484	Paper industries	116·0	118·0	119·4	121·8	123·5	116·2	119·5	119·6	121·0	122·0	122·3	122·7	123·8	124·0
Order XX	Construction materials	115·6	116·6	118·1	119·9	121·8	115·9	118·0	118·7	119·6	119·8	120·2	120·7	121·8	122·8
Part of Order XX	House building materials'	117·8	118·9	120·6	122·3	124·0	118·1	120·5	121·2	122·0	122·2	122·6	122·9	124·1	125·0

† Coal, gas and electricity. (Crude oil is included in basic materials used in manufacturing industry.)

NOTES ON WHOLESALE PRICE INDEX NUMBERS

(1) Detailed notes on index numbers of wholesale prices are published in the annual article. They were last shown in the *Board of Trade Journal* of February 21, 1969.

(2) The index numbers are constructed on a net sector basis. That is to say, the price movements used to compile the index for a particular sector of industry are only those relating to transactions between that sector and other sectors. Transactions between undertakings in the same sector are excluded. Thus index numbers for the whole of manufacturing industry are not weighted averages of sector index numbers.

(3) Correspondence about wholesale prices index numbers should be addressed to Statistics Division, Board of Trade, Room 620, Sanctuary Buildings, Great Smith Street, London, S.W.1. Telephone inquiries should be made to 01-222 7877, Ext. 3548, for index numbers, and Ext. 3411 for all other information.

Table 2. Price index numbers of output

1963 = 100

1968 SIC		1968	1969				1968	1969							
		4th qtr.	1st qtr.	2nd qtr.	3rd qtr.	4th qtr. p	Dec.	May	June	July	Aug.	Sept.	Oct.	Nov. p	Dec. p
	OUTPUT OF MANUFACTURED PRODUCTS														
Orders III to XIX	All manufactured products: Total sales	118·2	119·5	120·3	121·3	122·5	119·0	120·3	120·6	121·0	121·1	121·7	122·2	122·5	122·8
	Home sales	116·7	118·2	119·2	120·3	121·5	117·5	119·2	119·5	120·0	120·1	120·8	121·1	121·5	121·9
Orders IV to XIX	Products of manufacturing industries, other than food, drink and tobacco: Total sales	116·2	117·0	117·8	118·9	120·2	116·5	117·8	118·1	118·5	118·8	119·4	120·0	120·2	120·5
	Home sales	113·1	114·1	115·1	116·5	117·8	113·3	115·1	115·4	116·0	116·4	117·0	117·5	117·8	118·2
	OUTPUT OF SELECTED BROAD SECTORS OF INDUSTRY														
211–229	Products of the food manufacturing industries: Home sales	115·7	117·0	118·0	118·8	120·6	116·1	117·9	118·4	118·8	118·2	119·3	119·9	120·5	121·5
Order V	Chemicals and allied industries: Total sales	108·6	109·0	109·3	109·9	110·3	108·8	109·1	109·2	109·7	109·8	110·1	110·1	110·3	110·4
	Home sales	105·5	105·7	105·9	106·7	107·4	105·4	105·7	106·1	106·4	106·7	107·0	107·2	107·4	107·6
311 and 312	Steel industries: Total sales	107·8	108·8	110·1	114·7	118·5	108·1	109·4	111·6	114·5	114·8	114·9	117·4	118·2	119·7
	Home sales	107·2	107·6	108·7	114·3	118·5	107·2	107·9	110·5	114·0	114·3	114·7	117·3	118·2	120·1
Orders VII to XII	Engineering and allied industries: Total sales	117·4	118·1	118·7	120·.	121·7	117·7	118·7	119·0	119·5	120·1	120·9	121·5	121·6	121·9
	Home sales	113·8	114·9	116·2	118·3	119·9	114·0	116·2	116·6	117·5	118·4	119·1	119·6	119·9	120·2
Order VII (excluding MLH 342)	Mechanical engineering: Home sale	115·8	117·2	118·7	120·9	122·5	116·0	118·6	119·2	120·2	121·0	121·6	122·1	122·4	123·0
Order IX	Electrical engineering: Home sales	112·8	113·7	115·0	117·3	119·1	112·8	115·1	115·4	116·3	117·1	118·4	118·9	119·1	119·3
Order XIII	Textile industries other than clothing: Total sales	110·3	111·6	112·6	113·1	113·6	111·2	112·6	112·7	113·0	113·2	113·3	113·5	113·6	113·7
	Home sales	109·2	110·4	111·3	111·8	112·4	109·8	111·4	111·5	111·5	111·8	112·0	112·2	112·4	112·5
Order XV	Clothing and footwear: Home sales	109·7	110·6	111·3	111·8	112·6	109·8	111·5	111·6	111·7	111·8	112·0	112·2	112·3	112·3
Order XVII	Timber industries: Home sales	119·7	121·3	122·2	123·2	124·1	119·9	122·3	122·3	122·7	123·3	123·5	124·0	124·1	124·3
418–484	Paper industries: Home sales	113·4	116·1	117·2	118·7	120·8	113·4	117·1	117·5	118·0	118·2	119·8	120·4	120·8	121·1
Order XX	New construction‡	120	122	123	124		120		123			124			

‡ Index of building costs figures relate to average for the quarter

Table 3 (a). Commodities produced in the United Kingdom

1963 = 100

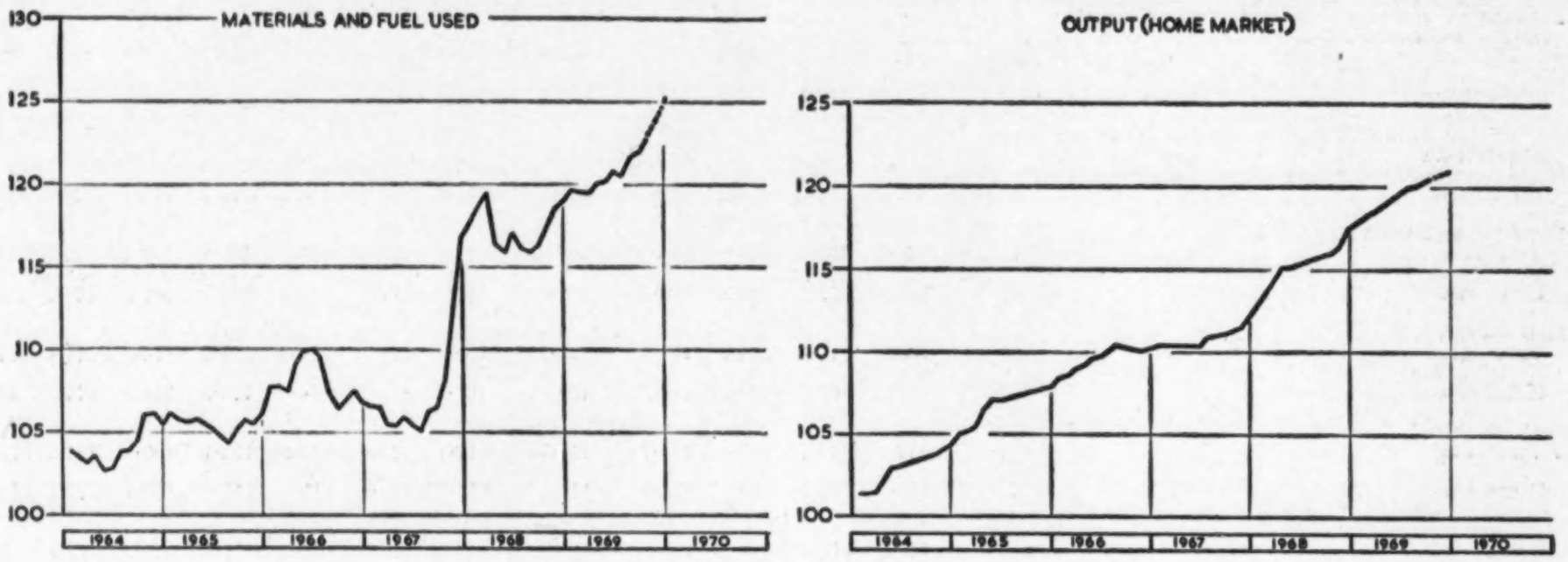
1968 SIC		1968	1969				1968 SIC		1968	1969			
		Dec.	June	Oct.	Nov. p	Dec. p			Dec.	June	Oct.	Nov. p	Dec. p
101	Coal† ‡‡	115·3	111·0 r	117·6 r	117·6 r	117·6	271	General chemicals	103·0	104·5	104·6	104·7	104·7
102/2	Slates	120·6	120·6	120·6	120·6	..	272	Pharmaceuical chemicals	93·6	94·2	96·0	96·2	96·2
109/3	Salt	97·2	93·9	97·2	97·2	97·2	272	Pharmaceutical preparations	95·2	94·7	94·7	95·0	95·3
211	Flour	122·5	122·5	122·5	122·5	122·5	273	Toilet preparations	121·8	123·0	124·2	124·2	124·3
216	Sugar refined	98·7	95·8	98·0	95·1	95·8	274	Paint	104·8	104·7	104·8	104·8	104·8
217	Chocolate and sugar confectionery	116·7	124·2	125·0	125·7	126·0	275	Soap	116·8	122·1	124·2	124·3	124·6
231	Beer	138·5	140·1	140·2	140·2	140·2	275	Soapless detergents	103·2	105·2	107·8	108·9	108·9
240	Tobacco and cigarettes	138·4	138·4	138·4	138·4	138·4	276/1	Synthetic resins and plastics materials	95·8	96·6	96·9	97·2	97·2
262	Motor spirit, standard grade (including duty)	141·8	146·5	146·5	146·5	146·5	279/7	Photographic paper and films and photochemical materials	117·3	118·4	118·4	118·4	118·4
262	Medium fuel oil (950 secs.)	113·5	111·6	108·1	108·1	108·1	311/2	Steel sheets	102·2	105·8	109·0	109·9	110·9
263	Lubricating oils and greases	111·7	110·1	110·1	110·7	110·7	311/2	Tinplate	108·4	112·4	115·9	115·9	115·9
							311/2	Other finished steels	107·4	110·8	118·3	119·5	121·5

† This index is based on prices ruling on the last day of the month.
‡ Revised figures for February 1969 = 115·2. March = 115·4. April = 115·4. May = 111·1.

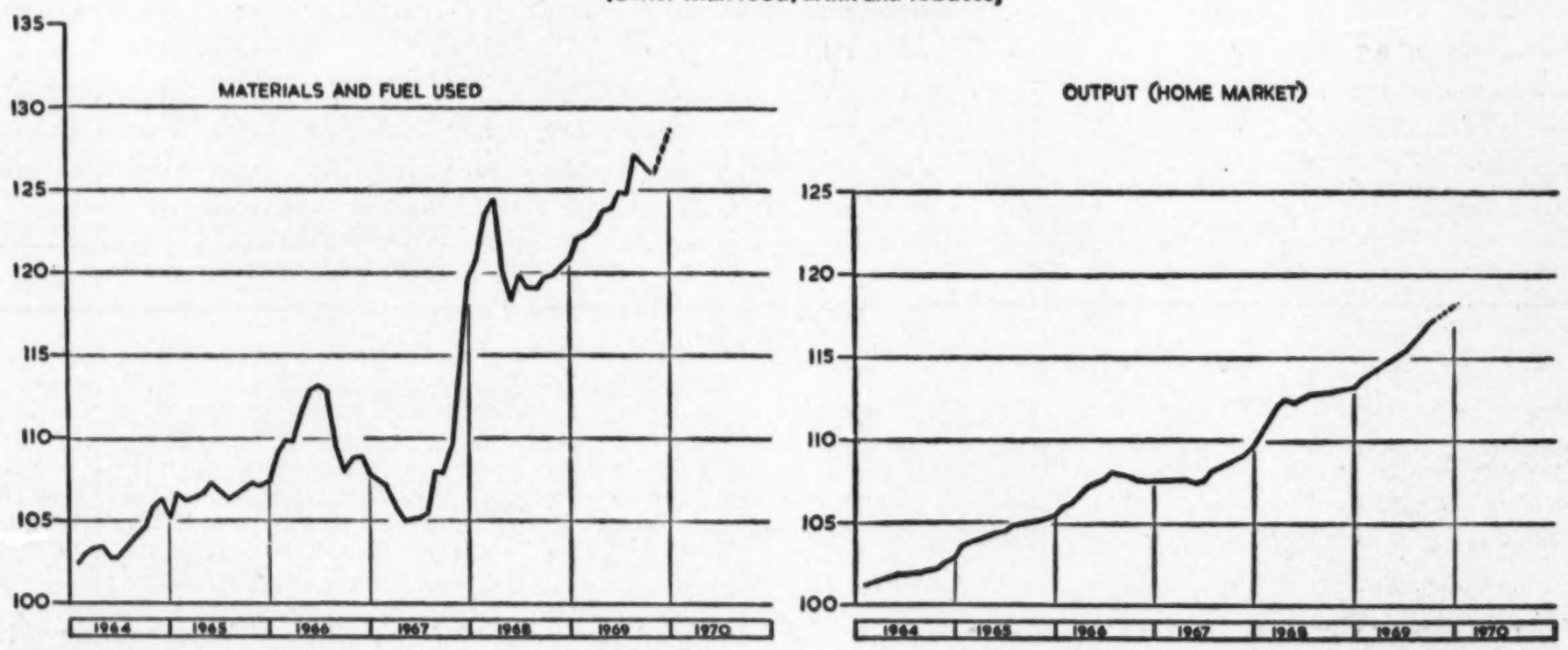
(*Continued on next page*)

WHOLESALE PRICES INDEX NUMBER 1963=100

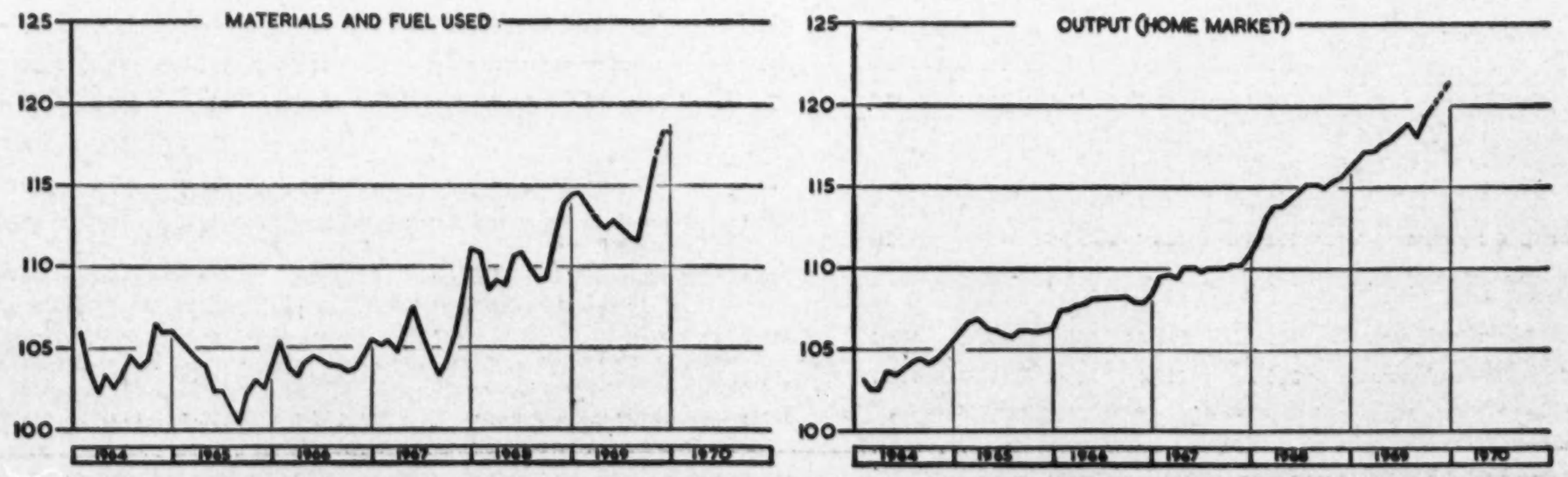
ALL MANUFACTURING INDUSTRY



MANUFACTURING INDUSTRY
(Other than food, drink and tobacco)



FOOD MANUFACTURING INDUSTRY



has taken place in the latter half of the year. The sector index numbers for the textile, clothing, timber and paper industries showed only small upwards movements in December but, compared with a year ago, and with the notable exception of the textile sector for which there was a reduction of ½ per cent, all show substantial increases – clothing nearly 3½ per cent, timber 5 per cent and paper over 6½ per cent.

The index numbers for construction and housebuilding materials both continued to rise in December by about ¾ per cent, a reflection of increased prices for steel, copper, cement and building bricks, and for both there was a similar increase (nearly 6 per cent) during 1969.

Output of broad sectors of industry – home sales (Table 2)

The rise in December of nearly 1 per cent in output prices of the food manufacturing industries was caused by a number of increases the most significant being higher prices for bacon and meat products and vegetable and animal oils. Apart from a turn down in August, this index has risen fairly consistently over the year and now stands some 4½ per cent above that of 12 months ago. Each of the non-food sector index numbers, with the exception of that for clothing and footwear which remained unchanged, rose in December. Most of the increases were small but there was an increase of over 1½ per cent in the index for the steel industries which, together with revisions to earlier figures, brought the current level of the index to over 4½ per cent above that for September. The index for the mechanical engineering industries rose by ½ per cent in December. Compared with 12 months ago all the non-food sector index numbers show varying increases, the most substantial being the 12 per cent rise in the index for the steel sector, practically all of which has occurred since May. Rises of about 6 per cent took place in the mechanical and electrical engineering sectors and the index for the paper industries rose by nearly 7 per cent. Smaller rises of between 2 and 2½ per cent occurred for chemicals, textiles and clothing and footwear, while the sector index for the timber industries rose by over 3½ per cent.

WHOLESALE PRICES, *continued*

Table 3 (a) (*Continued*). Commodities produced in the United Kingdom — **1963 = 100**

1968 SIC		1968	1969			
		Dec.	June	Oct.	Nov. p	Dec. p
312	Steel tubes	113·7	115·3	123·3	124·2	126·5
313/3 and 313/4	Iron castings	114·1	117·5	118·5	119·1	119·7
321	Aluminium and aluminium alloy products:					
	Rolled	129·3	134·8	137·5	139·1	139·1
	Extruded and drawn	126·6	134·3	136·5	137·8	137·8
	Castings	127·6	139·9	142·1	142·1	142·1
	Forgings	117·8	118·0	124·3	124·3	125·8
322	Brass ingot 65-35. B.S. 1400: B.3 delivered	221·4	244·4	254·7	265·9	281·1
353/1	Dental goods	125·5	125·4	135·0	135·4	135·2
365/1	Gramophone records, etc.	104·2	104·5	104·0	103·3	103·3
368	Domestic electrical appliances	104·2	104·2	105·0	105·3	105·3
391	Tools and implements	119·6	123·6	128·0	128·3	128·4
392	Cutlery, spoons and forks	118·5	119·0	122·7	124·3	124·6
	Cutlery (other than razors and razor blades)	123·5	123·1	128·5	131·2	132·0
	Spoons and forks	139·8	140·3	141·6	144·3	144·3
399/6	Domestic hollow-ware	137·2	144·0	146·5	146·5	146·5
399/7	Vats, tanks, cisterns and other industrial hollow-ware	113·4	113·5	118·7	118·7	118·7
399/9	Domestic gas appliances	102·0	102·0	102·0	102·6	102·6
411	Man-made fibres	86·6	87·3	87·5	87·6	87·6
412, 414/5 and 415	Man-made fibres yarns	101·6	102·3	102·1	102·0	102·2
412/1	Cotton and cotton mixture yarns.	135·9	135·8	135·9	136·2	..
413/1	Cotton cloth	128·4	133·1	135·0	135·5	..
413/5	Man-made fibres fabrics	107·5	108·3	109·2	109·2	109·1
413/6	Linen	125·6	125·1	127·8	127·8	129·7
414/1	Wool tops	86·5	87·6	84·6	84·4	83·1
414/2	Worsted yarn	98·8	101·4	99·4	99·0	98·2
414/5	Woollen fabric	111·8	113·8	113·8	113·9	114·0
415/1	Jute yarn	154·7	155·8	151·8	151·8	153·6
415/2	Jute piece-goods	147·0	147·0	147·0	147·0	147·0
416	Rope, twine and net‡	97·0	98·8	99·9	100·4	100·8
417	Hosiery and other knitted goods	97·9	99·0	99·1	99·1	98·9
419	Carpets and rugs	113·4	114·1	114·9	115·3	115·4
422/2	Canvas goods and sacks	113·5	107·5	112·6	112·6	112·6
431/1	Leather for footwear	131·4	138·7	139·4	139·0	..
432/1	Travel goods	115·8	119·4	120·1	120·1	120·1
441–449	Made-up clothing	109·6	111·3	112·0	112·0	112·1
441	Weatherproof outerwear	105·8	106·5	107·1	107·1	107·1
442	Men's and boys' tailored outerwear	108·2	109·5	110·2	110·2	110·2
443	Women's and girls' tailored outerwear	112·2	113·6	114·6	114·5	114·5
445/1	Women's and girls' light outerwear	112·7	114·4	114·6	115·2	115·2
450	Footwear	110·2	112·0	112·4	112·5	112·5
461/1	Refractory goods, including bricks	112·9	117·2	120·1	120·7	120·7
461/2	Non-refractory goods, including bricks	110·3	111·7	113·0	113·9	114·6
	Building bricks, fletton, common, *delivered*	112·5	116·2	116·2	120·7	125·9
	Building bricks, common, other than fletton, *ex-works*	120·7	120·2	121·2	121·7	121·7
462/3	Domestic china and earthenware	125·3	127·5	131·6	131·6	131·6
463/1	Glass (other than containers)	110·4	112·4	112·6	112·8	112·9
463/2	Glass containers	109·6	113·1	113·3	114·6	116·1
464	Cement, delivered	109·0	109·0	109·0	115·8	121·1
469/1	Abrasive paper and cloth	113·8	118·3	120·2	120·2	120·2
469/2	Cast stone and cast concrete products	110·6	110·7	111·4	111·5	111·5
471/1	Home-grown hardwood, sawn	109·7	111·7	115·3	115·5	115·5
471/2	Building joinery	126·7	128·0	130·4	131·0	131·7
472	Domestic furniture	118·6	120·8	122·0	122·1	122·1
473	Bedding, etc.	115·6	119·2	122·3	122·3	122·3
481	Paper and board	113·5	116·4	119·0	119·2	119·3
482/1	Cardboard boxes, cartons and fibreboard packing cases	114·9	122·6	125·4	126·0	126·3
482/2	Packaging products of paper, etc.	112·0	113·7	117·8	118·9	119·8
	Paper bags	109·5	111·8	115·3	115·3	115·3
483	Manufactured stationery	114·5	119·2	123·3	123·3	123·9
484/1	Wallpaper	130·8	124·2	124·1	124·1	124·1
491/1	Rubber tyres and tubes	105·4	112·2	113·6	113·6	113·6
491/2	Rubber goods (other than tyres and tubes)	109·5	113·6	116·7	118·3	118·6
492	Linoleum and felt base	129·7	129·7	129·7	132·1	132·7
493	Brushes and brooms	112·8	115·0	115·1	116·3	116·3
494/1	Toys and games	115·6	119·2	119·2	119·6	119·6
494/2	Perambulators, etc.	117·0	121·5	121·5	122·8	122·8
494/3	Sports equipment	111·7	113·0	114·8	114·8	..
495/1	Pens and pencils	114·1	114·5	117·0	117·0	117·0
495/2	Other stationers' goods	112·0	115·0	115·4	115·4	116·0
496/2	Plastics products (other than components and accessories)	90·8	93·6	95·2	95·2	95·2

‡Revised figures for September 1969 = 99·5.

(Continued on next page)

WHOLESALE PRICES, *continued*

Table 3 (b). Commodities wholly or partly imported into the United Kingdom

1963 = 100

	1968	1969			
	Dec.	June	Oct.	Nov.	Dec.
Hides and skins	143·7	161·5	157·1	155·2 p	149·0 p
Imported	138·8	152·4	147·6	146·6	145·1
Native	150·3	173·9	170·0	167·0 p	154·4 p
Non-ferrous metals:					
Aluminium, virgin ingot delivered	131·5	136·7	140·3	141·8	141·8
Copper, ex-ship, wharf or warehouse†	214·0	267·8	280·8	294·6	307·0
Lead, ex-ship, wharf or warehouse†	166·9	190·4	195·9	210·5	222·7
Nickel, refined, delivered§	140·5	153·6	153·6	162·1	190·0
Tin ingot, min. 99·75% settlement price†	151·6	157·2	164·5	169·5	177·6
Zinc, ex-ship, wharf or warehouse†	148·2	155·0	164·7	170·5	170·9
Oil, resins and gums:					
Palm oil, c.i.f., in bulk	81·7	90·8	102·9	112·5	122·8
Whale oil, crude	131·4	131·4	147·3	150·1	159·7
Pyrites, c.i.f., United Kingdom ports	156·2	155·6	159·1	159·7	..
Natural rubber	94·0	111·5	110·6	99·9	100·7
Sulphur, crude (for acid making), c.i.f.	216·6	205·5	166·9	166·9	..

	1968	1969			
	Dec.	June	Oct.	Nov.	Dec.
Textiles:					
Cotton, raw	105·7	104·9	102·4	103·8	105·7
Jute, raw, PWC grades, c.i.f. Dundee	175·7	175·0	153·8	157·6	158·7
Jute, raw, PWB grades, c.i.f. Dundee	159·0	157·3	141·1	143·0	145·3
Silk, raw, delivered mill	132·8	135·7	148·4	148·7	153·7 p
Sisal, East Africa, No. 1 Grade, c.i.f. London	56·4	52·1	51·6	51·6	51·6
Wool, raw	85·3	84·7	80·7	79·1	78·2 p
Crossbred, medium and coarse, c.i.f. UK	71·5	71·1	67·6	65·0	64·1
Crossbred, fine, c.i.f. UK	87·7	84·4	81·3	79·6	78·0
Merino, c.i.f. UK	96·7	94·0	89·0	87·2	86·3
Timber:					
Imported hardwood (ex-yard or wharf)	129·5	133·6	134·3	134·3 p	135·3 p
Imported plywood (delivered to consumers)	131·1	134·9	136·6	138·5	..
Imported softwood (delivered to consumers)	129·2	132·5	133·6	134·3	134·7
Woodpulp imported	119·8	124·0	128·0	130·1	130·1

†L.M.E. means of buyers' and sellers' prices at close of morning session.
§Producers' price.

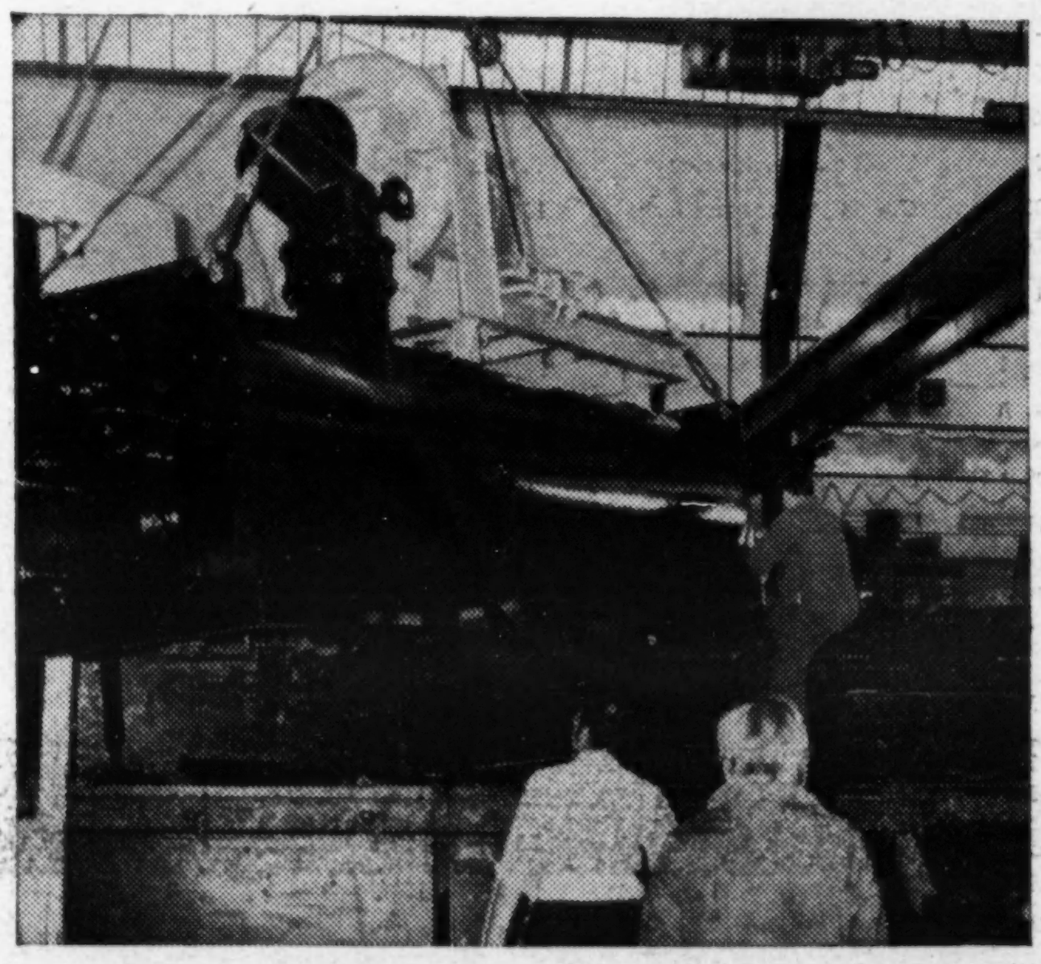
INDEX NUMBERS OF WHOLESALE PRICES

The index numbers of wholesale prices relative to 1963 = 100 *supersede those previously published on the base* 1954 = 100. *For the convenience of those who use the index numbers in long-term contracts to take account of changes in the costs of materials, the Board of Trade will continue to publish indices relating to materials used in broad sectors of industry on the base* 1954 = 100 *until December* 1971. *From January* 1969 *the index numbers in the accompanying table have been given the month to month movements of the equivalent index in the* 1963 = 100 *Series. For users of other* 1954 *based index numbers who wish to continue the series in this way, conversion factors will be provided on request.*

Price index numbers of materials purchased

1954 = 100

1958 SIC		1969 Oct.	Nov. p	Dec. p
	MATERIALS PURCHASED BY MANUFACTURING INDUSTRY			
Orders III to XVI	Basic materials and fuel used in manufacturing industry	125·8	127·3	128·1
	Basic materials	121·3	123·0	123·9
	Fuel	160·4	160·4	160·4
Orders IV to XVI	Basic materials and fuel used in manufacturing industry other than food, drink and tobacco manufacturing industries	129·2	130·8	132·0
	Basic materials other than fuel	123·7	125·5	127·0
	MATERIALS AND FUEL PURCHASED BY SELECTED BROAD SECTORS OF INDUSTRY			
211 to 229	Food manufacturing industries	118·8	120·3	120·4
263 to 277	Chemicals and allied industries	126·2	127·7	128·5
331 to 349 (excluding 342)	Mechanical engineering industries	170·4	172·1	174·1
361	Electrical machinery industry	167·8	170·5	172·7
Order X	Textile industries	100·0	99·9	100·0
Order XIV	Timber industry	142·7	143·0	143·3
481 to 483	Paper industries	129·6	130·8	131·0
Order XVII	Construction materials	147·8	149·2	150·4
Part of Order XVII	House building materials	150·8	152·3	153·3



Turbopak water chilling systems are loaded at the Basildon, Essex, plant of the York Division of Borg-Warner Ltd., for export to Emden, in the Federal Republic of Germany, for installation on a ship in the Rheinstahl yard. The consignment is part of a major export order from A/S Lehmkuhl, Oslo, Norway, for 24 *Turbopaks which will provide chilled water for air conditioning six new continental passenger cruisers being built at Emden, Bremen, Waeltsilan, Finland and Genoa.*

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries concerning the insertion of advertisements in the Board of Trade Journal *should be addressed to HMSO, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1* (01-248 9876, *Ext.* 6147).

Distribution of petroleum, oil and lubricants in the United Kingdom 1967-68

THE FOLLOWING information is derived from the answers supplied to a Board of Trade questionnaire by nearly 30 petrol companies. The information was collected as part of the steps taken to keep the development of the market for petrol and lubricants under review in the light of the undertakings given by the petrol companies following the 1965 report by the Monopolies Commission on the Supply of Petrol to Retailers in the United Kingdom.

The figures given relate to 1967 and 1968; for convenience, despite certain small differences of definition, aggregate figures for 1964 from the Monopolies Commission report are also shown; the more detailed analysis of sales was not, however, available from the report. The figures for lubricants exclude sales of companies which were, at the time of the Commission's report, independent of the petrol companies.

Table 1. Sales of petrol to retailers 1964, 1967, 1968

Million gallons	1964	1967	1968
(1) Total sales to all retailers	2,644	3,251	3,470
(2) Total sales through company owned stations		1,107	1,273
(3) Total sales to sites having effective solus agreements with particular companies		1,750	1,807
(4) Total sales to other outlets		394	390

Table 2. Sales of lubricants to retailers 1964, 1967, 1968

Million gallons	1964	1967	1968
Total sales by petrol companies†			
(1) Of their own lubricants	25·6	23·8	22·3
(2) Of their own lubricants through their company owned stations		6·5	6·3
(3) Of their own lubricants through stations having a solus agreement with them effective for motor spirit		12·3	10·9
(4) Of their own lubricants through all other outlets		3·2	3·3
(5) Sales of companies which could not distinguish sales as at (2), (3) and (4)		1·8	1·8

†Not including agricultural grade lubricants.

Table 3. Company owned stations and contracted sites

	1964	1967	1968
(1) Total number of sites contracted to particular petrol suppliers under a solus agreement	30,780	26,936	24,636
(2) Total number of stations owned by petrol companies of which‡	5.368	7,534†	7,910†
(a) Directly managed		226	327
(b) Leased		4,850	5,008
(c) Licensed		2,299	2,550
3) Total number of self-service sites		70	149

†The slight difference between the figures under 2 (a), (b) and (c) combined and the total number of company-owned stations is due to the fact that some companies could only estimate the number of their directly-managed, etc., stations, while they could give quite firm figures for the totals.

‡Each of the categories (a) to (c) includes a wide variety of arrangements peculiar to particular companies.

Footwear industry: orders and deliveries

IN THE THREE MONTHS ending November net new orders received by the footwear industry were unchanged compared with the three months ending August. Deliveries, which were 1 per cent less, exceeded net new orders with the result that order books at the end of November were 5 per cent less than at the end of August.

The above comparisons are based on the seasonally adjusted series in the accompanying table.

Care should be exercised in the interpretation of these statistics, which are available by total pairage only; no allowance is, therefore, possible for the differing values of the various types of footwear. A breakdown of deliveries by types of footwear in pairage terms is published in the Board of Trade Business Monitor Production Series (Reference P17).

Million pairs

	Orders-on-hand		Net new orders		Deliveries	
1964	35·8		—		16·8	
1965	39·9		16·8		16·5	
1966	33·9		15·7		16·2	
1967	37·9		16·2		15·9	
1968	41·2		17·0		16·8	
	Actual	Seasonally adjusted	Actual	Seasonally adjusted	Actual	Seasonally adjusted
1967 1st qtr.	40·5	37·3	18·3	16·9	16·1	15·7
2nd qtr.	41·9	33·2	15·6	14·5	15·2	15·9
3rd qtr.	30·2	34·8	12·0	16·3	15·9	15·8
4th qtr.	37·9	37·9	18·9	17·0	16·3	16·0
1968 1st qtr.	46·0	40·1	19·8	17·4	17·1	16·7
2nd qtr.	50·0	38·4	16·8	15·7	15·4	16·2
3rd qtr.	38·2	42·0	13·0	18·1	17·0	16·9
4th qtr.	41·2	41·2	18·5	17·0	17·5	17·3
1969 1st qtr.	47·5	42·0	19·1	16·8	17·0	16·6
2nd qtr.	48·9	39·4	15·7	15·1	15·2	16·0
3rd qtr.	34·6	39·3	11·5	16·2	16·3	16·2
1968 Sept.	38·2	42·0	16·9	18·2	20·0	16·8
Oct.	39·6	42·3	20·9	17·5	19·5	17·2
Nov.	38·1	38·9	17·3	13·4	18·8	16·8
Dec.	41·2	41·2	17·4	20·1	14·3	17·8
1969 Jan.	39·7	41·2	13·7	16·8	15·2	16·8
Feb.	44·2	42·8	22·1	17·6	17·6	16·0
Mar.	47·5	42·0	21·4	16·1	18·1	16·9
Apr.	50·5	42·8	18·3	16·6	15·3	15·8
May	52·4	41·7	16·8	14·5	14·9	15·6
June	48·9	39·4	12·0	14·3	15·5	16·6
July	42·8	40·0	9·0	17·0	15·1	16·4
Aug.	38·8	39·2	10·6	15·3	14·6	16·1
Sept.	34·6	39·3	15·0	16·2	19·2	16·1
Oct. p	33·9	38·0	18·6	15·7	19·3	17·0
Nov. p	35·7	37·4	19·1	14·9	17·3	15·5

The actual figures have been adjusted to allow for differences in the length of the working months but not for holidays or for any other seasonal variations; the annual and quarterly figures of net new orders and deliveries are monthly averages.

SUBSCRIPTIONS AND SALES

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Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 to 1966 during the week ended Friday, January 16, 1970.
Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
				BRITISH	
The Looking Glass War	Br/E 34556	107	January 12	Columbia Pictures Corp. Ltd.	Columbia (British) Productions Ltd.
The Amazing Moments of the Great Traction Engines	Br/E 34560	12	January 13	" "	International Film Associates (Scotland) Ltd.
Movietone News 2119	Br/E 34637	7	January 16	Twentieth Century-Fox Film Corp. Ltd.	British Movietonews Ltd.
Movietone News 2119A	Br/E 34638	8	January 16	" "	" "
Pathe News 70-4	Br/E 34584	7	January 16	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 70-5	Br/E 34585	8	January 16	" "	" "
				FOREIGN	
Hello Up There	F 34557	7	January 12	Columbia Pictures Corp. Ltd.	Columbia Pictures Corp.
Bandits in Rome	F 34558	104	January 13	Paramount Pictures (UK) Ltd.	Dino de Laurentiis Cinematografica, Rome.
Stuntman	F 34559	83	January 13	" "	Turi Vasile-Ultra Film, Rome.
Massacre Harbor	F 34561	81	January 14	United Artists Corp. Ltd.	Mirisch Rich Television Productions.
Deadwood Thunderball	F 34562	6	January 14	" "	Mirisch, D. F.

United Kingdom trade in December

Summary

THE VISIBLE trade balance was zero, on a seasonally adjusted basis and excluding military aircraft, in December. In the fourth quarter there was a surplus of £7 million a month and in the third quarter a surplus of £11 million a month†. There surpluses compare with deficits of £38 million a month in the first half of 1969 and of £58 million a month in the year 1968.

Exports in December were £618 million, fob seasonally adjusted; as in November, the net effect of the various special factors which have been affecting the recording of exports in recent months was negligible and no adjustment is required‡. Imports were £700 million cif, seasonally adjusted and excluding United States military aircraft.

In the fourth quarter, exports averaged £621 million a month, 2 per cent higher than the third quarter average of £610 million. These high rates compare with £558 million a month in the first half of 1969 and £515 million a month in the year 1968. Imports averaged £693 million a month in the fourth quarter, 2 per cent higher than the average of £680 million in the third quarter. These rates compare with £668 million a month in the first half of 1969 and £646 million a month in the year 1968.

Comparing the year as a whole with 1968, exports were 14 per cent higher by value in 1969 and imports 5 per cent higher.

The surplus on invisibles is estimated by the Central Statistical Office to have been running at about £40 million a month.

The trade figures for the second half of last year show that exports have continued to do well. There has been some rise in imports, partly owing to higher commodity prices. The visible trade balance has been in small surplus and the current account of the balance of payments continues to be in substantial surplus.

† See Note (c) explaining annual revisions to the seasonally adjusted figures.

Table 1A. United Kingdom Trade

Seasonally adjusted values — £ million per month

	Exports f.o.b.	Re-exports f.o.b.	Imports c.i.f.		Visible trade balance†
			Total	Excl. US military aircraft, etc.	
1967	419	15	536	533	- 46
1968	515	18	658	646	- 58
1969 p	587	22	693	677	- 15 p
1967 1st quarter	447	16	526	524	- 10
2nd quarter	427	15	530	525	- 38
3rd quarter	421	16	519	515	- 26
4th quarter	381	15	571	566	-109
1968 1st quarter	500	18	647	641	- 60
2nd quarter	486	17	642	633	- 77
3rd quarter	529	19	666	654	- 51
4th quarter	544	19	678	657	- 44
1969 1st quarter	544 r	19 r	676 r	659 r	- 45 r
2nd quarter	572 r	22 r	700 r	678 r	- 32 r
3rd quarter	610 r	24	695 r	680 r	+11 r
July	575 r	24	709 r	687 r	- 36 r
August	633 r	25 r	688 r	671 r	+42 r
September	621 r	24	690 r	682 r	+28 r
October	620 r	22	702 r	690 r	+ 6 p r
November	624 r	22	696 r	689 r	+14 p r
December p	618	21	704	700	0 p
July-Sept.	610	24	695	680	+11
Oct.-Dec. p	621	22	701	693	+ 7

† Excluding transactions relating to US military aircraft financed by Exim Bank credit. (See Notes.)
r Revised estimates. (See Note (e).)

Table 1B. Three-monthly averages (a)

Seasonally adjusted values — £ million per month

1969 January	553	19	676	651	- 26
February	541	18	672	653	- 43
March	544	19	676	659	- 45
April	539	19	684	667	- 60
May	554	21	687	667	- 43
June	572	22	700	678	- 32
July	582	23	706	682	- 24
August	603	24	705	686	- 6
September	610	24	695	680	+11
October	624	24	693	681	+25
November	621	23	696	687	+16
December	621	22	701	693	+ 7

(†) Average of month shown and two preceding months. (See Note (c).)

Exports

Exports in December were £618 million, seasonally adjusted. No allowance is needed in December for special factors affecting the recording of exports (see Notes (d) and (e).

‡ See Note (d)

(*Text continued on page* 170).

Table 1C Recorded values

Recorded values — £ million per month

	Exports f.o.b.	Re-exports f.o.b.	Imports c.i.f.	
			Total	Excl. US military aircraft, etc.
1967 1st quarter	444·8	15·4	536·5	535·4
2nd quarter	446·1	15·7	540·1	534·9
3rd quarter	395·0	14·7	507·8	504·1
4th quarter	390·4	15·9	560·3	555·9
1968 1st quarter	501·2	18·8	664·2	657·7
2nd quarter	503·0	17·0	645·6	637·1
3rd quarter	504·0	17·8	648·9	636·5
4th quarter	552·6 r	19·3	674·3	653·2
1969 1st quarter	533·5	18·9	686·1	669·0
2nd quarter	594·0	21·8	705·5	683·6
3rd quarter	584·7	23·5	676·2	660·6
4th quarter p	633·7	22·0	704·4	696·7
October	597·3	22·7	753·0	740·8
November	667·3 r	21·9	664·4 r	656·8 r
December p	632·4	21·3	706·6	703·4

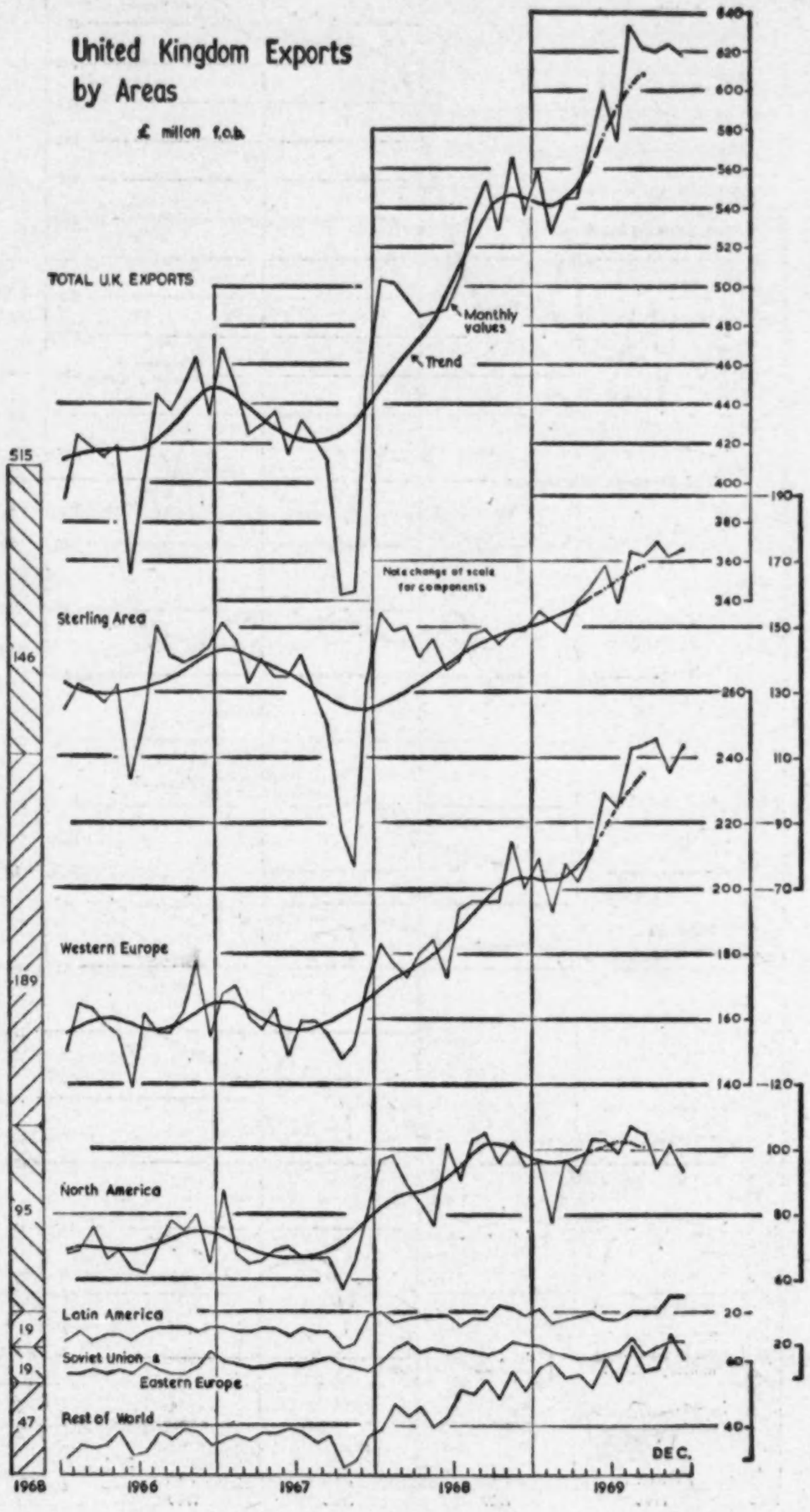
Table 2. United Kingdom Exports: Areas†

(See Chart on next page)

Seasonally adjusted values — £ million f.o.b. per month

	Total	Sterling Area	Western Europe			North America	Latin America	Soviet Union & Eastern Europe	Rest of World
			Total	EEC	EFTA				
1968	515	147	189	100	71	95	19	19	47
1969 p	587	165	225	118	87	98	20	19	59
1st quarter	544	153	204	108	79	90	19	19	58
2nd quarter	572	164	215	111	83	100	19	17	57
3rd quarter	610	169	239	122	92	104	20	20	59
October	620	178	248	127	95	95	20	19	58
November	624	174	238	126	93	101	25	21	68
December p	618	174	244	132	92	94	25	21	61
3rd quarter	610	169	239	122	92	104	20	20	59
4th quarter p	621	175	243	128	93	97	23	21	62

† Figures for Burma and Rhodesia are included with those for the 'Rest of the World'.



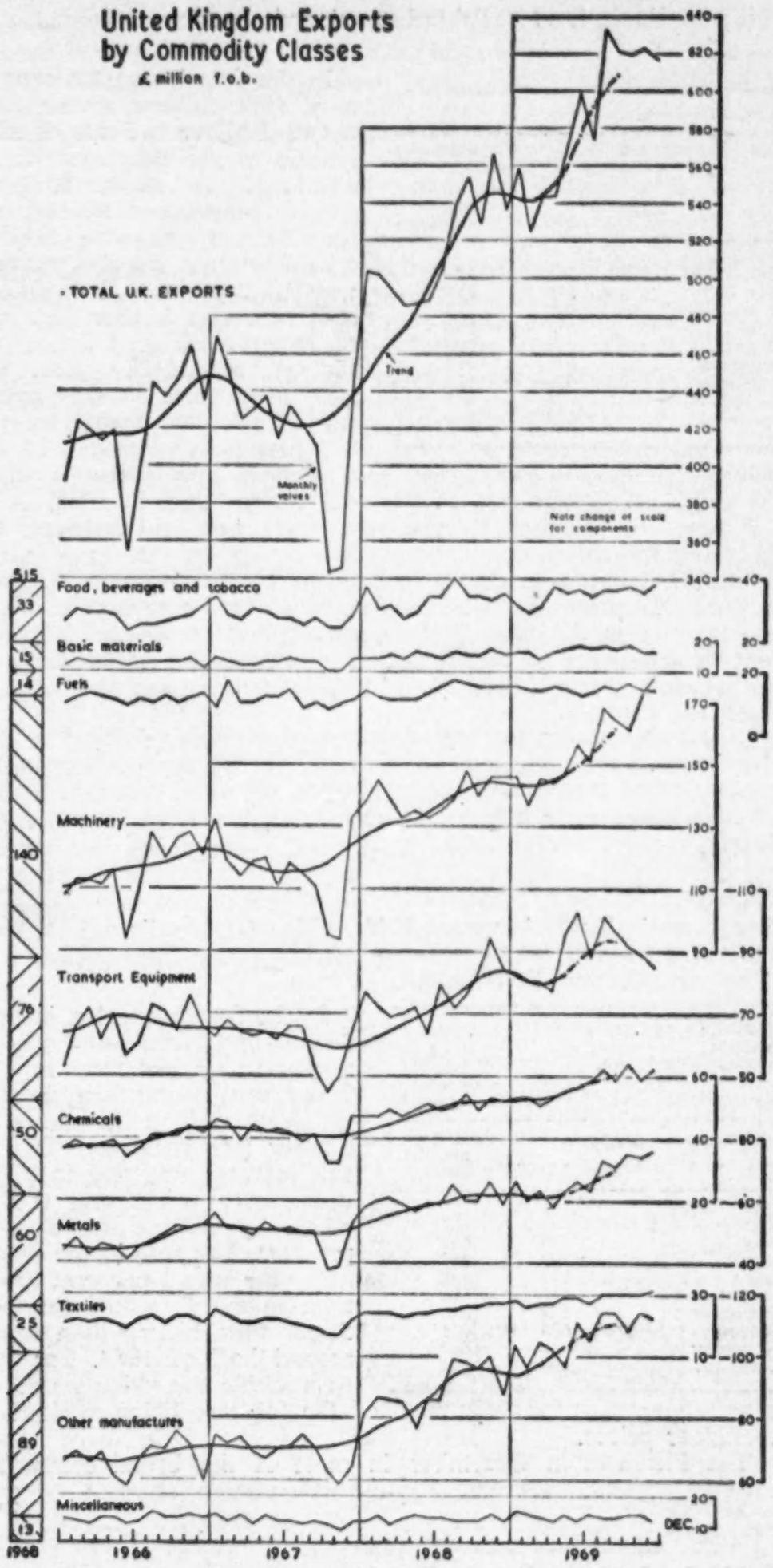


Table 3. United Kingdom Exports: Commodity classes

Seasonally adjusted values

£ million f.o.b. per month

	Total	Food, beverages and tobacco	Basic materials	Fuels	Manufactures									Miscellaneous
						Machinery and transport equipment								
					Total	Total	Machinery	Road motor vehicles	Other transport equipment	Chemicals	Metals & misc. metal manufactures	Textiles	Other manufactures	
1968	515	33	15	14	440	216	140	55	21	50	60	25	89	13
1969 p	587	35	17	14	508	246	157	66	23	57	68	29	108	13
1st quarter	544	30	15	14	470	223	144	62	20	52	63	27	102	14
2nd quarter	572	36	17	14	491	242	150	66	26	55	63	28	104	13
3rd quarter	610	36	17	14	530	260	162	70	25	59	69	29	112	13
October	620	38	18	16	533	253	162	68	24	64	75	30	110	14
November	624	35	17	14	545	264	174	65	25	59	74	31	117	14
December p	618	38	16	14	539	261	178	65	20	62	76	31	112	12
3rd quarter	610	36	17	14	530	260	162	70	25	59	69	29	112	13
4th quarter p	621	37	17	15	539	259	171	66	23	62	75	31	113	13

(Continued on next page)

UNITED KINGDOM TRADE, *continued*

EXPORTS f.o.b.

Seasonally adjusted (£m a month)

	Month	Three-month average
1969		
April	545	539
May	570	554
June	600	572
July	575	582
August	633	603
September	621	610
October	620	624
November	624	621
December	618	621

In the fourth quarter exports were £621 million a month, 2 per cent above the rate of £610 million in the third quarter. If allowance is made for the special influences affecting the recording of exports, the increase between the two quarters was still 2 per cent, indicating a continued rise in the high rate of exports achieved during the second half of last year. The rate of exports in this period was 10 per cent higher than in the first half year and 15 per cent higher than in the second half of 1968. For 1969 as a whole the value of exports was 14 per cent greater than in 1968.

Exports to Western Europe rose by 2 per cent between the third and fourth quarters. There was a strong increase in deliveries to the EEC and a moderate one to the EFTA countries. Exports to the sterling area continued to rise; the increase was concentrated in deliveries to the developed countries. There was a fall of 7 per cent in shipments to North America, with decreases in deliveries to Canada and the United States. Exports to the remaining markets increased strongly.

In the commodity pattern of exports there was a further marked rise in machinery exports (6 per cent) in the fourh quarter, but exports of road motor vehicles fell by 6 per cent. There were substantial increases in exports of chemicals, textiles and metal products.

Imports

Imports in December were £700 million (seasonally adjusted and excluding United States military aircraft); the total inclusive of these aircraft was £704 million.

IMPORTS c.i.f.
Excluding US military aircraft, etc.

Seasonally adjusted (£m a month)

	Month	Three-month average
1969		
April	675	667
May	659	667
June	700	678
July	687	682
August	671	686
September	682	680
October	690	681
November	689	687
December	700	693

In the fourth quarter, imports (excluding United States military aircraft) averaged £693 million, 2 per cent more than the rate of £680 million in the third quarter (see Note (e)). In part this increase was due to higher commodity prices and the increase by volume was about 1 per cent. The rate in the second half year was 3 per cent higher than in the first half year and 5 per cent higher than in the second half of 1968. For 1969 as a whole the value was 5 per cent higher than in 1968, most of the increase being attributable to higher prices.

The increases in December in most of the broad commodity

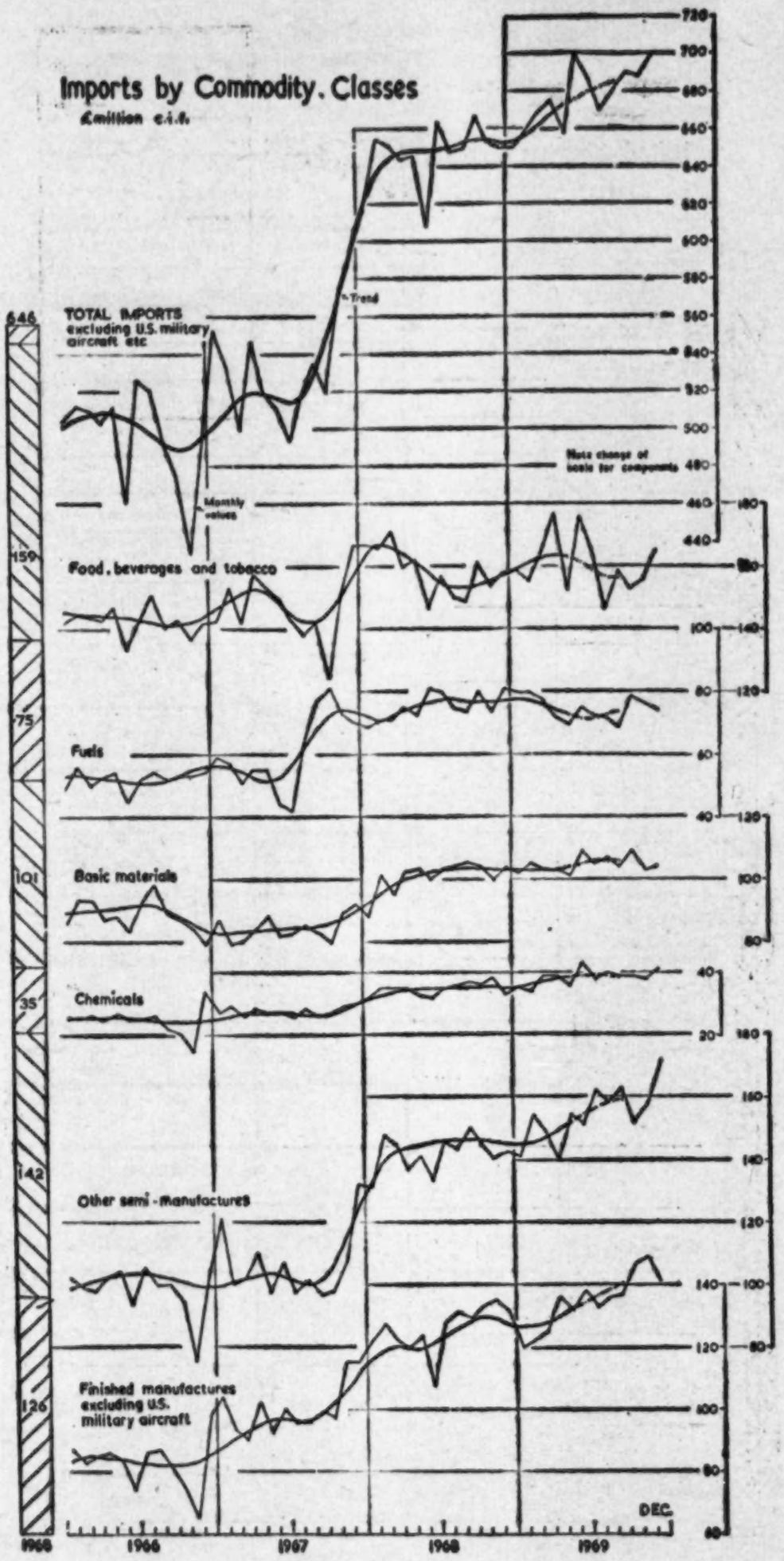
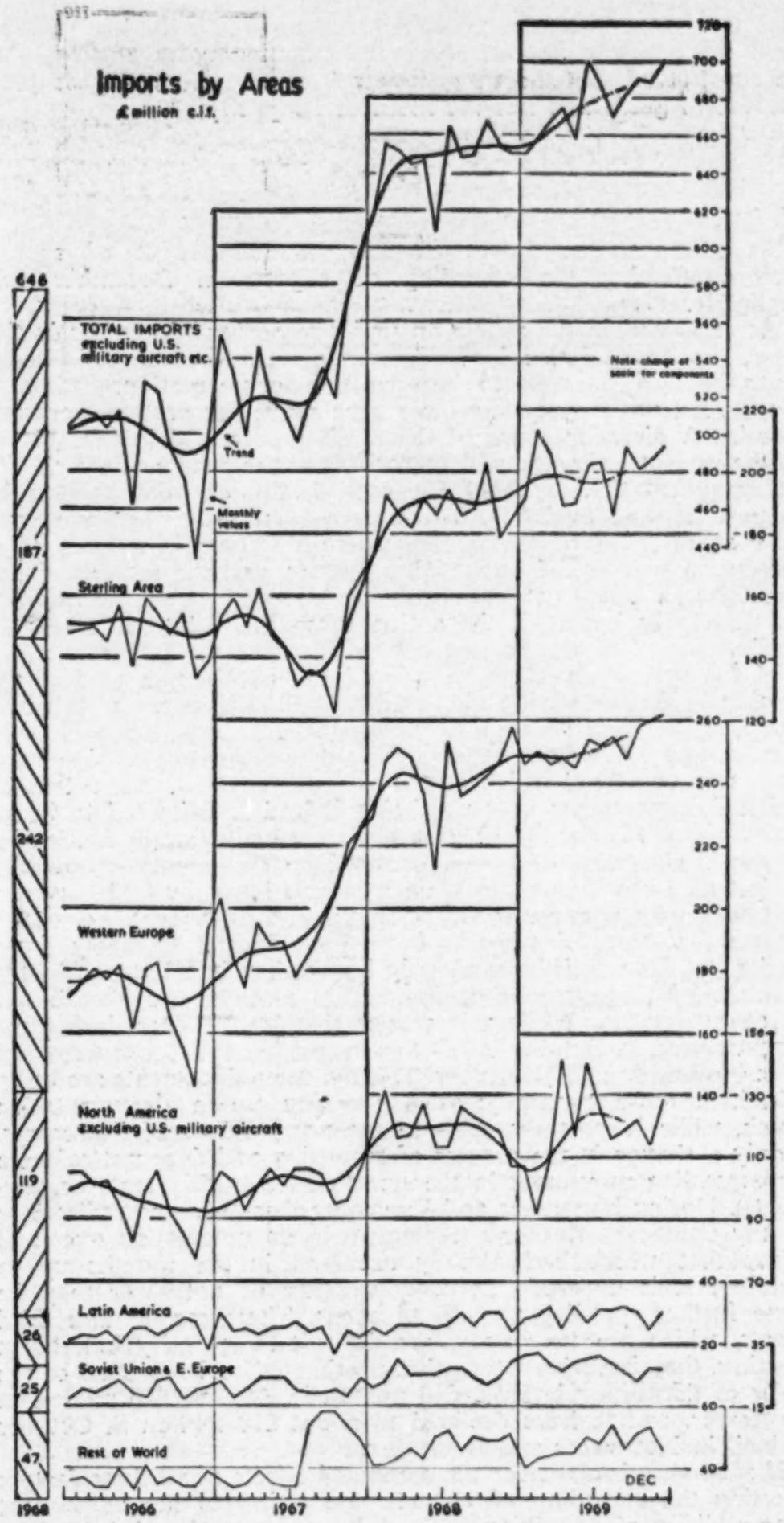


Table 4. Imports: Commodity classes

Seasonally adjusted values — £ million c.i.f. per month

	Total	Total excluding US military aircraft, etc.	Food, beverages and tobacco	Fuels	Industrial materials				Finished manufactures		Miscellaneous
					Total	Basic materials	Chemicals	Other semi-manufactures	Total	Excluding US military aircraft, etc.	
1968	658	646	159	75	278	101	35	142	138	126	9
1969 p	693	677	161	76	297	105	39	154	153	137	7
1st quarter	676	659	161	80	287	103	36	147	142	125	6
2nd quarter	700	678	169	73	291	104	40	148	160	138	7
3rd quarter	695	680	157	72	304	106	39	160	153	138	7
October	702	690	153	80	299	109	40	150	162	150	6
November	697	689	156	78	297	103	38	156	159	152	7
December p	704	700	165	76	316	104	41	171	146	144	5
3rd quarter	695	680	157	72	304	106	39	160	153	138	7
4th quarter p	701	693	158	78	304	105	40	159	156	148	6



classes affected by the import deposit scheme suggest the arrival of some goods held over from preceding months in the expectation that the import deposit scheme might have ended early in the month.

Comparing the fourth quarter with the third, an appreciable part of the increase in imports was in arrivals of finished manufactures, which were £10 million a month higher. This increase largely reflected the unusually high figures for imports of ships in October and November. Fuel imports were higher by some £6 million a month following a low third quarter figure. There were only minor movements in other imports.

In the area pattern of imports, increased arrivals from Western Europe in the fourth quarter was largely attributable to the high figures for ships in Ocober and November. There were moderate increases in imports from the sterling area and North America.

It is announced by HM Customs that in December gross receipts of import deposits were £83 million and repayments were £106 million. The rate of deposits was reduced from 50 to 40 per cent early in the month.

Other factors in the trade balance

The net adjustment to the trade account figures in order to derive the visible trade balance (see Note (a)) amounted to a credit of £61 million in December.

Visible trade balance

The visible trade balance in December was zero, on a seasonally adjusted basis and excluding United States military aircraft. In the fourth quarter there was an average surplus of £7 million a month, compared with a surplus of £11 million a month in the third quarter (See Note (e) explaining annual revisions to the seasonally adjusted figures.)

VISIBLE TRADE BALANCE

Seasonally adjusted (£m a month)

	Month	Three-month average
1969		
April	- 59	- 60
May	- 13	- 43
June	- 22	- 32
July	- 36	- 24
August	+42	- 6
September	+28	+11
October	+ 6	+25
November	+14	+16
December	0	+ 7

No adjustment has been made in the foregoing calculation or in the tables for the net under-recording of exports or for other influences affecting the recording (described in note (d)). If allowance is made for the combined effect of these factors, the figure for the fourth quarter becomes a surplus of £3 million a month compared with a surplus of £5 million a month in the third quarter.

Current account

In addition to visible trade, the current account of the balance of payments includes net invisible earnings. The surplus on invisibles has risen substantially in recent years but varies considerably from one period to another. It is estimated by the Central

(Continued on next page)

Table 5. Imports: Areas†

Seasonally adjusted values — £ million c.i.f. per month

	Total	Total excluding US military aircraft, etc.	Sterling Area	Western Europe	North America		Latin America	Soviet Union and Eastern Europe	Rest of World
					Total	Excluding US military aircraft, etc.			
1968	658	646	187	242	131	119	26	25	47
1969 p	693	677	200	252	136	121	30	28	47
1st quarter	676	659	204	248	121	104	30	30	42
2nd quarter	700	678	193	250	155	133	28	27	46
3rd quarter	695	680	200	251	138	122	31	28	49
October	702	690	201	259	136	124	31	23	50
November	697	689	203	261	123	116	25	27	52
December p	704	700	208	261	134	130	30	27	46
3rd quarter	695	680	200	251	138	122	31	28	49
4th quarter p	701	693	204	260	131	123	29	26	49

† Figures for Burma and Rhodesia are included with those for the 'Rest of the World'.

UNITED KINGDOM TRADE, *continued*

Statistical Office to be currently running at about £40 million a month.

The third element making up the full current account is the payment for United States military aircraft. These payments, which differ from the value of arrivals, averaged £9 million a month in 1968 and £5 million a month in 1969. The payment in December was £7 million. The payments have been made largely out of corresponding loans from the Export-Import bank which are included as a credit in the capital account of the balance of payments.

New trade classification

As explained in the *Board of Trade Journal*, November 26, 1969 (page 1458), beginning with the January figures to be published next month, a new combined list of commodity headings will be introduced. The new list, besides facilitating the compilation of trade and tariff statistics by computer, will provide greater commodity detail and improve comparability between import and export headings. There will no longer be a separate category of re-exports; trade formerly shown under this heading will be included with exports.

Notes

Detailed particulars of United Kingdom imports, exports and re-exports will be published on January 28§ and further analysis of the figures will be found in the form of tables in the monthly Report on Overseas Trade‖ for February, due to be published on or about February 27.

2 (*a*) *Visible Trade Balance*

The figures for the visible trade balance are on a balance of payments basis and are estimates and liable to revision. They are only published seasonally adjusted. In order to obtain the best guidance as to the trend of the trade balance, figures for several months should be taken together. This series is intended as a substitute for the crude "trade gap" which, being the difference between imports (cif) and exports plus re-exports (both fob) is misleading.

In order to derive the figure for the visible trade balance, it is necessary to make a number of adjustments to the export and import figures as recorded in the monthly Trade Accounts. Some are adjustments to the valuation, the principal of which is the deduction from the import figure in the Trade Accounts of freight and insurance costs. The other type of adjustment relates to coverage, either to bring in certain items which are not in the Accounts (for example on the import side ships built and delivered abroad direct to United Kingdom owners) or to remove some items which are in the Accounts (mainly returned goods and goods for processing and repair). In 1968 the total net adjustments made on account for these factors produced a monthly average credit of £56 million in the final balance; but there are fluctuations from month to month.

(*b*) *Purchases of United States military aircraft*

The calculation of the visible trade balance excludes transactions, whether deliveries or payments, relating to the purchase of United States military aircraft (including some missiles) which are being financed by the special United States Exim Bank credit. The effect of these transactions on the balance of payments accounts is shown in the quarterly balance of payments statistics published in 'Economic Trends'.

(*c*) *Three-monthly averages of trade figures*

The sequence of individual monthly figures, even when seasonal influences have been allowed for, is usually too variable to give a satisfactory indication of the underlying trends. One simple method of securing a better guide to underlying movements is to take averages of three months. These averages, for the month in question and the two preceding months, are given in Table 1B and are referred to in the commentary on the figures. The averages are still sensitive to irregular movements in the monthly figures and to special influences, though they are markedly less variable than the monthly figures. More elaborate estimates of trend can be constructed, but the three-monthly average gives a quite good short-term guide and has the merit of simplicity.

(*d*) *Special factors affecting the recording of exports*

As stated earlier in this article, the net effect of special factors affecting the recording of exports in December was negligible.

As explained in the article on under-recording of exports in the *Board of Trade Journal* of September 10, 1969, action is being taken by HM Customs to improve the documentation. Estimates for the net under-recording have been made for past and current months. A direct measure of these allowances, providing a check on the present estimates, will be possible as the results of the checks on documentation by HM Customs, beginning with sailings in August, become available. There have been rather longer delays than expected in obtaining replies from traders in respect of a substantial number of outstanding queries, and the material from these checks is not yet sufficiently complete to permit assessment. As was to be expected, the action taken has led to increases in the lodgement of documents, arising in three main respects.

In the first place, there is believed to have been a gradual reduction in the underlying net under-recording of exports. This was estimated to have been about £10 million in July, £8 million in August, and £5 million in September; it is estimated to have been since then at a level which can now be disregarded. The extent to which documents are now not being lodged is estimated to be at a rate where it is largely offset by some over-valuation in documents received. The basis of values declared on documents is now the subject of a continuing check, on a sample basis, by HM Customs beginning with documents lodged at the end of August.

Secondly, some documents have been lodged belatedly from earlier periods which have already been taken into account in the estimate of under-recording for earlier months and should not be counted twice. While this was a significant factor during the third quarter, in October it fell to a negligible scale, and remained so in November and December. Thirdly, some documents are being submitted more promptly; (this speeding up in documentation which, while in progress, adds to the normal flow of documents, is only a change in the process of recording and does not reflect a corresponding movement in the trend of either shipments or payments). During November and December there were no indications of any significant further speeding up in documentation over and above that which had already occurred in the months up to October; it is uncertain however whether of not there may be some further speeding up still to occur. These second and third effects, which are temporary, are difficult to quantify but, taken together, they have been tentatively estimated to have been of the order of £5 million in July, £15 million in August, £20 million in September, and to have declined to about £10 million in October and nil in November and December.

If allowance is made for the combined effects of all three factors affecting the recording of exports, the estimated net adjustment is an addition of £5 million to the July export total and deductions from the August, September and October figures of £7 million, £15 million and £10 million respectively (a corresponding adjustment for the second quarter would be an addition of £12 million a month). It is estimated that no adjustment is necessary for November and December. The effect of these influences needs to be taken into account in assessing the underlying trends of both exports and the visible trade balance.

(*e*) *End-year revisions to seasonally adjusted figures*

As usual, end-year revisions have been made to the seasonally adjusted monthly figures for each of exports, re-exports, imports and the visible trade balance in 1969 to bring the total of the individual months into line with the cumulative recorded total for the year. Some adjustment either upward or downward normally has to be made at the end of each year partly because the seasonally adjusted figures do not as a rule add up precisely to the year's total and partly because of revisions brought into the cumulative totals of trade during the year which are not allocated to particular months. On this occasion the revisions for exports amounted to additions of about £3 million a month and for imports additions of some £2 million a month. The revisions for re-exports were small. The net effect on the visible trade balance was an improvement of £1 million a month.

§ Accounts relating to the Overseas Trade of the United Kingdom, December 1969. HMSO, price 30s., by post 32s.

‖ Report on Overseas Trade, published by HMSO price 5s., by post 5s. 5d. Annual subscription £3 6s., including postage.

General assessment of the economic situation

(From the article on the Economic Situation to be published in Economic Trends, *January* 1970. *(Note: Unless otherwise stated, this report is based on seasonally adjusted data)).*

THE TRADE FIGURES for the last six months show that exports have continued to do well. There has been some increase in the value of imports, partly because of higher commodity prices, but the visible trade balance has been in small surplus, and the current account of the balance of payments contiuues to be in substantial surplus. In December, exports by value were £618 million f.o.b.* and imports (excluding United States military aircraft) £700 million c.i.f.; the visible trade balance (excluding United States military aircraft) was zero. In the fourth quarter, exports averaged per month £621 million and imports £693 million – in each case 2 per cent higher than in the preceding quarter – giving a visible monthly trade surplus of £7 million against £11 million in the third quarter.

Insufficient indicators are so far available for it to be possible to take a firm view of the development of the domestic economy in the closing months of 1969. The volume of consumers' expenditure may have risen slightly during the fourth quarter, following the modest advance in the third quarter. The volume of retail sales showed some increase in November over the level for October and for the third quarter as a whole, though new car sales fell back sharply and appear to have remained relatively subdued during December. The index of industrial production fell in October; but the performance of the index in recent months has been significantly influenced by labour disputes. In the labour market, the recorded number of wholly unemployed excluding school-leavers rose between November and December after declining in the preceding three months; however, the underlying changes in the level of unemployment since the middle of 1969 have probably been slight. Unfilled vacancies, by contrast, were well above the mid-1969 level in December.

In the field of wages, attention has recently focussed on the higher rate of settlements. Settlements becoming effective for manual workers averaged around 7-7½ per cent in October and November, largely reflecting awards to some groups in the public sector. Taking the economy as a whole, the index of monthly earnings in the three months August-October was 8 per cent up on a year earlier, whereas the index of hourly rates rose over the same period by 5¼ per cent. Given that there was little change concurrently in the amount of overtime working, this comparison indicates that there may have been a high rate of wage drift.

National income and expenditure

The national income and expenditure estimates for the third quarter show that there was a resumption of growth in the economy after the check experienced in the first half of 1969. The national accounts provide three separate measures of gross domestic product: while both the income and expenditure estimates show substantial volume increases between the second and third quarters of about 1 per cent, the output estimate shows a small decline. Taking account of all three estimates, the rise in gross domestic product was probably about ½ per cent. Exports and fixed investment particularly in manufacturing, provided the main stimulus to growth, while stockbuilding was an offsetting factor. To a rise in the volume of exports of goods and services of 4 per cent between the second and third quarters was added a slight fall in the volume of imports of goods and services. Consumers' expenditure showed only a modest rise; the ratio of personal saving to disposable income remained at the low level of the second quarter, but the average ratio for the first three quarters of 1969 was close to the average during 1968.

Fixed investment rose by over 3 per cent between the second and third quarters. In the public sector, there was some recovery from the low second quarter figure for housing while other capital expenditure by public authorities also rose, partly owing to an exceptionally large increase in Central Government expenditure on roads. Investment by public corporations (particularly in the gas, electricity and water industries) fell again between the second and third quarters after a larger drop between the first and second quarters. In the private sector, there was a strong increase in industrial investment while capital expenditure on housing declined. Manufacturing investment rose by nearly 6 per cent between the second and third quarters, and in the second and third quarters taken together was about 12 per cent higher than in the corresponding period in the previous year: this behaviour is broadly consistent with the interpretation placed on company forecasts in the August/September inquiry into investment intentions. (Forecasts for 1970 and 1971 provided to the Ministry of Technology in November/December indicate that manufacturing industry was expecting to increase its capital expenditure by about 10 per cent in 1970 compared with 1969, and that the upward movement would continue into 1971.) The fall in private investment in housing reflects the fall in demand which has already been evident from the figures for starts and completions.

Stockbuilding had a restraining effect on output in the third quarter; stocks are estimated to have fallen by £19 million (at 1963 prices), with a fall of £30 million in manufacturers' stocks. The pause in demand at the beginning of the year may have led to some involuntary stockbuilding in manufacturing in the first quarter with subsequent adjustments in the second and third quarters. Some further reduction in stocks was probably induced by liquidity constraints and expectations of future falls in material prices may also have influenced the outcome.

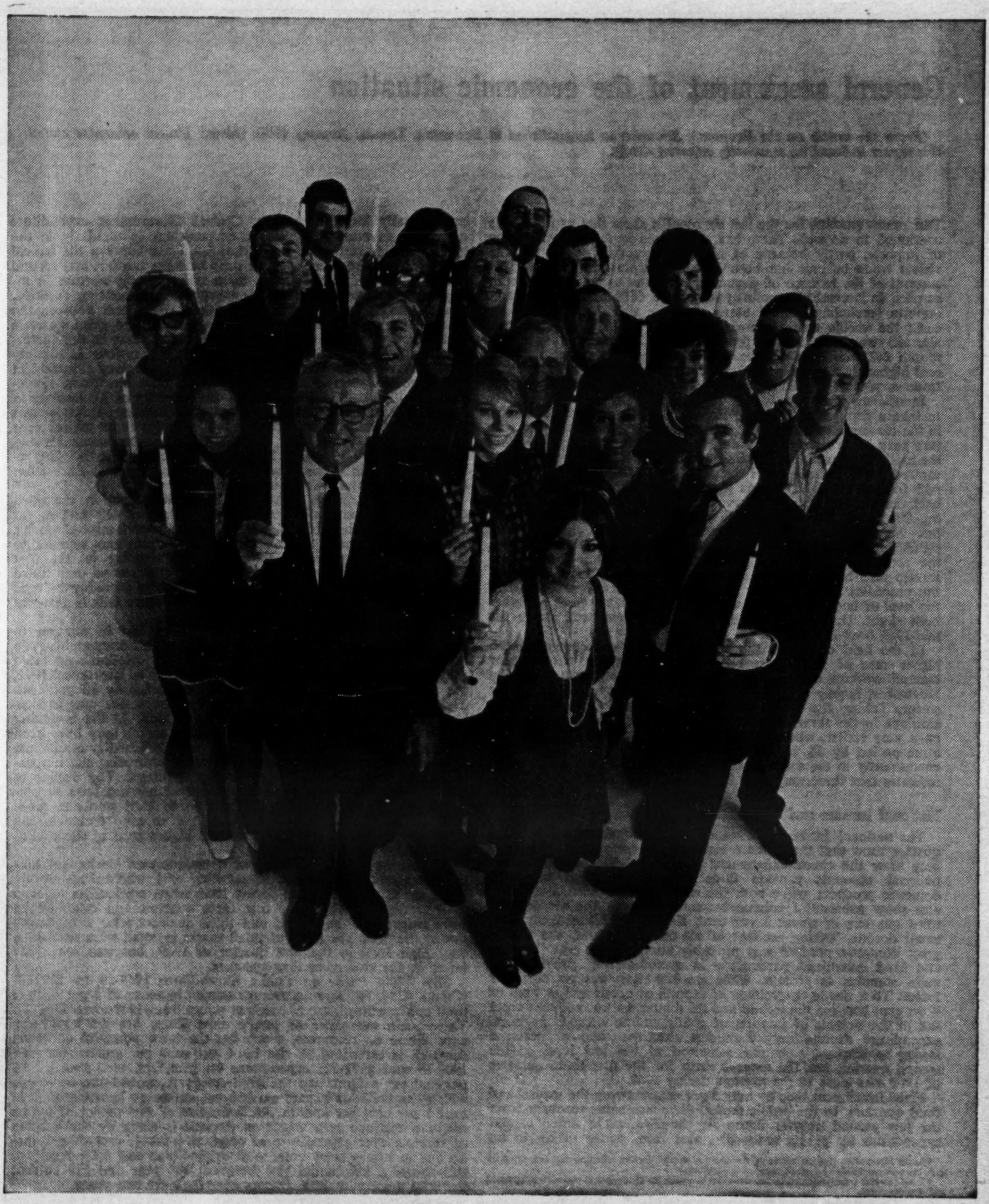
Manufacturers' stocks have recently been low in relation to manufacturing output: the only period showing a comparable ratio in the past decade was the early months of 1960 following a rapid upturn in output. In the two years from the third quarter of 1967, the ratio of manufacturers' stocks to output fell by 10 per cent. The decline was shared by all stock categories, but was particularly marked in the case of materials and fuels. At the beginning of the period, the upturn in manufacturing output may have been responsible for the decline, but more recently liquidity constraints have probably been an important factor in preventing the restoration of a more normal ratio of stocks to output. The decline in the ratio of manufacturing stocks to output has not been accompanied by a parallel decline in the ratio of total stocks to gross domestic product, mainly because of the recent increase in the share of manufacturing output, with its higher level of stockbuilding, in total output.

In contrast to the behaviour of manufacturers' stocks, substantial stockbuilding occurred in retailing and wholesaling during 1968; the situation changed during 1969, when wholesalers reduced their stocks in each of the first three quarters and retail stocks were reduced in the second and third quarters after a moderate rise in the first. The ratio of retail stocks to retail sales reached a very high level in the first quarter of 1969, but was somewhat lower in the two succeeding quarters.

The White Paper on Public Expenditure 1968-69 to 1973-74 (Cmnd. 4234) foresees an average annual increase of 3 per cent in total public expenditure at constant prices from 1968-69 to 1971-72. Three main categories of public expenditure are distinguished: expenditure on resources, which has the most powerful effect on demand, is estimated to rise by 4 per cent per annum between 1968-69 and 1971-72; expenditure on transfers, etc., rises by 1¼ per cent per annum; and the third category, expenditure on assets, which has the least impact on demand, shows an increase of little over 1 per cent per annum. An indication of the impact of public sector operations as a whole on demand is given by the balance of receipts over expenditure at constant prices†, excluding transactions in assets from both total expenditure and total receipts: this shows a substantial rise between last year and the current financial year, with little change over the next two years.

*As in November, the net effect of the various special factors affecting the recording of exports was negligible and no adjustment is required.

†Total receipts were projected by the deflation of estimates of receipts at out-turn prices and existing tax rates.



Happy Birthday Britain

We could have baked a cake.

Or given ourselves the traditional key to that mythical door. Instead, we prefer to turn the light on Britain's exporters. For it was you, twenty-one years ago, who allowed us to be pioneers and transport Britain's first ever containerised export load by road/sea.

You who helped us grow into one of the world's largest containerised door to door export freight operators.

You who have seen containerisation, an ugly word, become a key word in the dictionary of exports.

All we have done has been to develop and perfect techniques of using containers and getting them safely from your door to your customers across the North Sea, the Irish Sea and the English Channel. In short, from anywhere to anywhere by the fastest route.

So at a time when the trade winds favour Britain's exports, we say 'Happy Birthday Britain'.

It's all been a triumph for the nation's exporters, the container wise. And that's what we're really celebrating.

Containerway have a way with freight

there's an office in your area

Exhibitions and Fairs

Lyons Fair as 'sales platform for British companies'

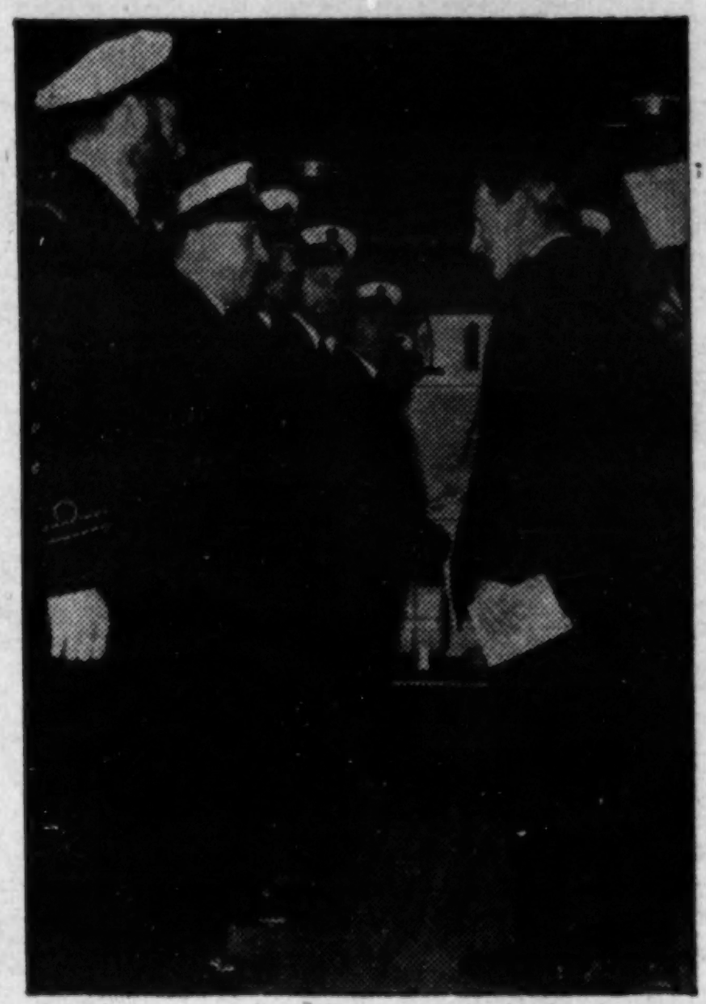
'IT IS through Lyons that many British firms have economically and successfully entered the French market,' said M. Faure-Brac, general manager of the Lyons Fair, at a press reception in London last week to meet British firms exhibiting at the Lyons Trade Fair (March 14-23). M. Faure-Brac pointed out that today the Lyons Fair accommodated 3,500 exhibitors and was at the hub of the Rhone-Alps region, with its 10 million inhabitants and with the fastest growth rate of any area in France – 8 per cent per annum.

Four Board of Trade joint venture groups will be participating in the Lyons International Trade Fair. Over 30 companies – 50 per cent first-year exhibitors 50 per cent including five- or six-year companies – are exhibiting in sections covering office equipment, gifts and fancy goods, engineering/mechanical handling, and mixed industries. The sponsors for these groups are the London Chamber of Commerce, the Business Equipment Trade Association and the Gifts and Fancy Goods Association.

About 600,000 visitors attend the fair yearly, with an average of 13,000 from outside France.

In October 1966 Lyons was selected as the centre for a full-scale British Week, and Mr. Simpson-Jones, president of the British Chamber of Commerce, who came over specially to attend the recepion, emphasized that the British firms participating in this year's Lyons Fair were continuing the follow-up work essential if this sort of large-scale promotion was to achieve maximum and lasting impact.

It is expected that Mr. Christopher Soames, British Ambassador in Paris, will visit Lyons on British Day this year.



Coastguards manning the Board of Trade/HM Coastguard stand at the Boat Show line up to greet Mr. Goronwy Roberts, Minister of State, Board of Trade, during his visit to the show on January 8.

Successful 21st anniversary for Harrogate Toy Fair

THE HARROGATE International Toy Fair (January 10 to 15) celebrated its 21st birthday this year. An annual event in the Yorkshire Spa since the first fair, it has exhibited about five million different toys and attracted more than 100,000 visitors in the two decades of its existence. It was Britain's first international toy fair and a continuation of the Victorian 'Manchester Fortnight', first toy fair of any kind in Britain.

This year once again the fair occupied two exhibition halls and parts of six hotels in the town and covered some 300,000 square feet. Nearly 400 exhibitors representing some 1,000 British and foreign firms put on show some 250,000 different toys. Of these toys about three-quarters were of British manufacture. The others were the products from 25 other nations exhibited by British importers and factors.

Characteristically, many toys followed the trends of contemporary events. Some toys and games were based on such topical subjects as the World Cup, the Commonwealth Games, the decimal currency, the Concorde, Jumbo Jets, QE2 and the Apollo moon landings. TV characters were in abundance and names like Cumberwick Green, Magic Roundabout, Tom and Jerry, Winnie the Pooh and many others gave their titles to numerous games and toys. There was a tremendous increase in artistic, cultural and education toys for drawing, painting, modelling and handicrafts. Scientific toys which promote an early interest in electronics and computerization were much in evidence. Then, of course, there were the old favourites in forms of dolls and cuddly teddy bears, which always have their appeal.

The rigid code of toy safety, now internationally recognized, is one adhered to by all reputable manufacturers in this country and abroad. The British toy industry enjoys a sound reputation in this field and this was much in evidence amongst the products on display.

Attendance figures are not yet available, but there was an impression that they might be slightly down on last year, and opinions suggested that the 'flu epidemic may have contributed to this. Most exhibitors expressed satisfaction with orders taken. Whilst most of the business was for the wholesale home market, there were a few foreign buyers from Scandinavia and other European countries and even the odd one or two from across the Atlantic who placed substantial orders.

The British toy manufacturing industry is proud of its export achievement and currently exports about £25 million of its annual production of £75 million. When the fair was first instituted the comparable figures were £5 million and £20 million. The fair has played an important part in helping to achieve this growth.

British Shopping Weeks in Israel supermarket chain

A report from the Commercial Department, British Embassy, Tel Aviv

THE BRITISH Shopping Weeks in the Supersol chain of supermarkets throughout Israel were opened on October 21 in the presence of HM Ambassador and Mrs. John Barnes, the then Mayor of Ramat Gan, Mr. Abraham Krinitzki, and the president of the supermarket chain, Mr. Jack Brin.

The Supersol company, which is the largest privately owned supermarket chain in Israel, had bought about half a million Israeli pounds worth of British goods in initial orders specially for this promotion, 80 per cent of which were products not previously available in their stores. The company is at present engaged on an expansion programme which will see its present ten stores increased to fourteen by the end of next year.

Supersol sell mainly food and household needs, and the British goods offered included foodstuffs and large quantities of kitchenware, cleaning materials, sweets, toys and drinks of all kinds. Many of these products were not previously available in Israel, including some which are at present on the restricted list but which were imported on a special permit for the promotion. In the main, however, the import liberalization policy which has been a feature of Israel's economic planning in recent years has given many of the firms who supplied goods for the promotion a good chance of selling to Israel on a regular basis now that their products have become known here.

In some categories the British goods which had been specially bought were sold out in the first week, but the promotion itself was so successful that it was extended for an extra week to November 7. During the whole period attendance at the stores was up 40 per cent on the normal figure for the time of year and takings were up 25 per cent. There is no doubt that the weeks had had a considerable impact in Israel and progress was widely reported in both the Hebrew and English press. The promotion of British consumer goods at this time, when the Israeli government's import liberalization policy is beginning to have some effects on trading patterns, will have done much to push British goods in this comparatively small but important consumer goods market.

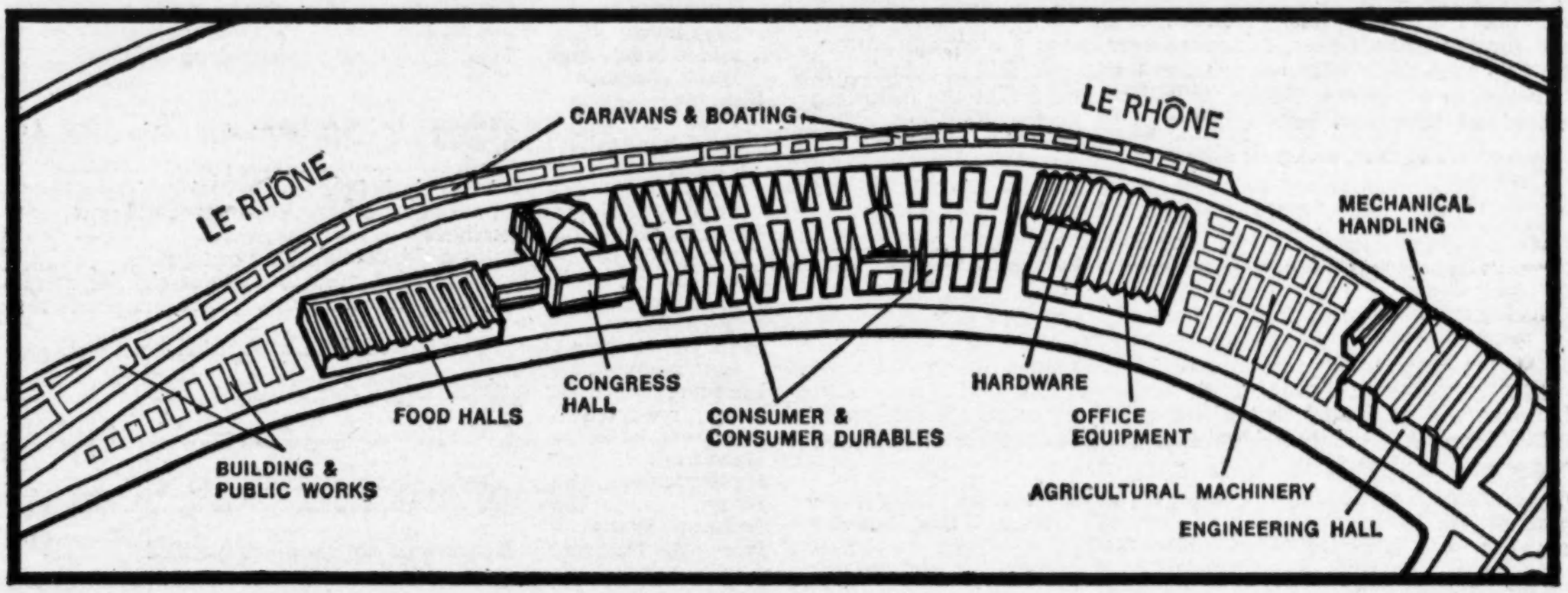
PUBLICITY OVERSEAS FOR UNITED KINGDOM TRADE FAIRS

Organizers of Trade Fairs and Exhibitions in the United Kingdom are reminded that they are welcome to send posters and brochures about their Trade Fairs to Official Commercial Representatives Overseas, who are always anxious to publicize such events.

But Commercial Representatives must receive material on events **well in advance** *– three clear months is a minimum notice – and they should be sent a reasonable number of brochures and posters for distribution. Two or three dozen copies for the Commercial Representatives in each area it is desired to cover should be considered an absolute minimum. A full list of British Commercial Representatives Overseas, together with their addresses, is published every three months in the* Board of Trade Journal.

Lyon International Trade Fair 14th—23rd March 1970

AN INTERNATIONAL EXHIBITION WITH SPECIALISED TRADE SECTIONS



LYON — once France's third city — is now undisputedly its second, hub of a highly industrialised region supporting numerous major industries — including electrical and mechanical engineering, responsible for three-quarters of the national production.

LYON — once people asked, Where Is It? — is the graceful, sun-drenched, humming centre of commercial, cultural and industrial development in France today. Population growth is over 8% per annum (2% higher than the average of the country as a whole).

LYON — once lying waterbound at the junction of the Rivers Rhone and Saone — is now opening up her waterways for navigation to become possible from Northern Europe to the Mediterranean.

It's INTERNATIONAL TRADE FAIR is the largest in France; some 3,500 exhibitors squeeze into the mile-long site every year.

Catalogue (for despatch post-free from Lyon) 17/-
Inclusive arrangements may be made for visitors with direct flights from London. All enquiries welcome by UK Agents for the Lyon Fair:

EXHIBITIONS & TRADE FAIRS INTERNATIONAL LTD.
10 Clifford Street, London, W.1 Phone: 01-734 0511

Brochures and FREE buyers card available on request. Ask your Secretary to mail this coupon.

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Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

NOTICES TO IMPORTERS

Imports from China

THE BOARD OF TRADE issued Notice to Importers No. 1279 on January 19. Notice to Importers No. 1268 gave preliminary information about the licensing arrangements for imports from China in 1970. Annex B to the present Notice lists all the quotas so far established for the current year, excluding only those for certain cotton, linen and man-made fibre manufactures and silk fabrics which will be covered in a separate Notice. It will be noted that the following commodities have now been transferred to Annex A:

Basketware of cane, wicker or willow
Chemicals
Fish of certain types
Hurricane lamps
Musical instruments
Pencils and crayons
Playing cards
Sewing machines
Steel woodscrews
Vacuum glass
Watches of certain types

Licences will be issued to the full value requested for all goods listed in Annex A. Open Individual Licences will continue to be issued for eggs and egg products.

Applications for licences in respect of quota items are being considered on the basis of evidence of firm offers from China, but the quotas for

Canned pigmeat
Vegetables, canned or bottled
Vegetables, dried
Footwear
Gloves
Silk apparel
Silk squares and scarves
Clocks and
Pottery

are already fully committeed and no further applications can be accepted for 1970.

It should be noted that agricultural and food imports continue to be subject to the appropriate animal, public or plant health requirements (and qualitative restrictions in the case of seeds). Further information can be obtained from the Ministry of Agriculture, Fisheries and Food at the addresses given in Notice to Importers No. 1278. Importers of pigmeat are advised to quote the name of the establishment from which they propose to buy. A list of currently approved establishments can be furnished by the Import Licensing Branch of the Board of Trade.

Annex A to NTI 1279. Goods for which licences will be issued on application to the full value requested

Apricot kernels and apricot flour (i.e. powdered flesh of the fruit)
Artificial flowers, fruit and foliage
Basketware (including cane, wicker and willow) and manufactures of raffia and straw, including footwear entirely of raffia, straw, rope or twine
Brushes of all kinds
Buttons
Cameras
Carpets, woollen
Chemicals
Chinese food specialities not elsewhere specified, including
  Bamboo shoots
  Chilli sauce
  Fried rice
  Gourmet powder
  Oyster sauce
  Noodles
  Rice sticks
  Soup powder
  Soya sauce
  Spiced bran dough
  Water chestnuts
Fish, the following
  Fresh water fish, and fresh and frozen sturgeon
  Sea fish, salted in brine, dried or smoked
  Frozen prawns
  Prepared and preserved fish, including caviare and caviare substitutes but excluding canned salmon
Embroidered linen handkerchiefs
†Fancy goods, *not being* pottery, silk manufactures or toys
Fruit: canned, bottled, frozen or dried, other than apples, cherries, currants, gooseberries, grapefruit, loganberries, pears, plums, raspberries and strawberries
Fruit juices, *other than* those derived from apples, blackcurrants, grapefruit, oranges or pears
Furniture
Ginger, preserved
Glassware, table
Hand tools
Hardware (nuts, bolts, padlocks, steel woodscrews, etc.)
Honey
Hurricane lamps
Ivory manufactures and lacquerware not elsewhere specified
Jewellery, including imitation jewellery
Leather
Leather goods, *other than* footwear and gloves
Menthol crystals
Millet
Mirrors
Motor accessories, including sparking plugs
Musical instruments
Nuts in shell or shelled
Pencils and crayons
Pharmaceuticals
Pig offal not for human consumption (subject to the Importation of Carcases and Animal Products Order, 1954)
Playing cards
Rabbit, frozen and dead rabbits and rabbit meat
Sea grass manufactures
Sewing machines
Scientific instruments
Soups, powdered and canned
Sports goods, *other than* cotton tents
Stationery
Tomatoes, canned or bottled
Tyres and tubes
Vacuum flasks
Vegetables – dried, canned or frozen, *other than* those mentioned in Annex B
Watches and clocks falling within Chapter 91 of the Customs Tariff, the following:
  i. Watches of a value exceeding 30s. each c.i.f. (not including the value of any strap, bracelet or similar attachment), and watch movements of a value exceeding 25s. each c.i.f.;
  ii. Stop-watches not capable of indicating the time of day;
  iii. Watch and clock glasses, including those of synthetic material;
  iv. Watch and clock cases or parts thereof, which do not, at the time of importation, encase a watch movement;

v. Time switches falling within Tariff Heading 91.06 of the Customs Tariff;
vi. Electric clocks
Wine
Woodware, domestic

† Precise description of goods should be given on application form.

Annex B

Quotas for imports from China during 1970 (excluding textile manufactures covered by Notice to Importers No. 1280)

	£'000
FOOD	
Butter	(See note below)
Fish and shellfish:	
a. Shellfish packed in airtight containers	25
b. Other fish and shellfish, excluding frozen fish and all types specified in Annex A	10
Fruit, the following: apples, cherries, gooseberries, loganberries, pears and plums:	
a. Canned or bottled	100
b. Dried	25
c. Frozen	(170 *tons*)
Fruit juices derived from apples, blackcurrants or pears	25 (£'000)
Meat and meat products, frozen or in airtight containers, the following:	
Poultry	150
Canned pigmeat, including ham	330
Fully cooked pigs' liver and lungs for human consumption	60
Canned meat *other than* pigmeat	10
Milk, processed, canned or dried	25
Vegetables, the following: asparagus, green beans, beetroot, broccoli or cauliflower, Brussels sprouts, carrots, celery, cucumber (other than gherkins), herbs, lettuce and endive, mushrooms, onions (dry bulb) and shallots, green peas, radishes, rhubarb, spinach and turnips:	
a. Canned or bottled	50
b. Dried, *excluding* herbs dried in bulk	10
c. Frozen	(200 *tons*)
TEXTILES AND APPAREL	
Cotton bath mats	25·25 (£'000)
Footwear, other than entirely of raffia, straw, twine or rope	110
Gloves of all kinds	150
Headgear (including hat bodies, hoods and shapes) not made wholly or partly of wool or felt	655
Silk apparel, *other than* gloves, stockings, socks, squares, scarves and headgear	110
Silk manufactures, including squares and scarves for which not more than £5,000, but *excluding* other apparel, yarns and fabrics	20
Silk yarns (of which not more than £10,000 for thrown yarns)	100
Woollen knitwear *other than* gloves, stockings and socks	35
Woollen fabrics	20
OTHER COMMODITIES	
Clocks, mechanical (of which not more than £20,000 for alarm clocks)	50
Cutlery	27·5
Enamelware	10
Pottery (of which not more than £90,000 for ornamental pottery)	170·5
Toys and games, *other than* playing cards	275

Note. The quota year for butter runs from April 1, 1970 to March 31, 1971. The amoun of the quota will be announced later as part of the general arrangements for butter.

Imports of yarns and fabrics from China

THE BOARD OF TRADE issued Notice to Importers No. 1280 on January 19, relating to yarns and fabrics of cotton or rayon; other manufactures of cotton, linen and man-made fibres; silk fabrics.

The arrangements set out in Notice to Importers No. 1178 for imports from China of the goods specified above will be continued for a further period.

The full coverage of these quotas for the year to December 31, 1970, will accordingly be as follows:

A. Yarns, threads and woven fabrics, wholly or mainly of cotton or rayon, or of mixtures of cotton and rayon, for home consumption	£151,500
B. Loom-state woven fabrics wholly or mainly of cotton or rayon, or of mixtures of cotton or rayon, for processing and subsequent re-export	see under Quota B
C. Manufactures of cotton, linen and man-made fibres, Other than a. Yarns, threads and fabrics; b. Stockings, socks and footwear; c. Carpets, rugs, mats and other floor coverings; d. Lace and lace net, and any article containing lace or lace net; e. Gloves; f. Embroidered linen handkerchiefs and handkerchiefs wholly or mainly of cotton; g. Towels, wholly or mainly of cotton	£222,200
D. Towels wholly or mainly of cotton; Not more than £60,000	
E. Handkerchiefs wholly or mainly of cotton, but not containing lace or lace net: Not more than £24,240	
F. Fabrics wholly or mainly of silk	£650,000
G. Embroidered linen handkerchiefs	see under Quota G below

QUOTAS A, C, D and E

Licences under quotas A, C, D and E will be issued on application to traders who have held licences issued against the corresponding quota for 1969. It is regretted that no provision can be made for newcomers.

QUOTA B

Licences in respect of cotton and/or rayon fabrics intended for re-export under the Customs Processing Regulations will be issued on application to the full value requested.

QUOTA F

Licences under quota F will be issued on application to traders who have held licences issued against the corresponding quota in 1969.

Applications may also be considered from traders who have not previously participated in this quota and who can establish a direct interest in importing silk fabrics.

Applications under this quota should reach the Board of Trade, Import Licensing Branch, not later than February 9, 1970.

QUOTA G

Licences for embroidered linen handkerchiefs will be issued on application to the full value requested up to a limit of £3,000 for an initial application. Further application may be made when orders have been placed for 90 per cent or more of the value of the initial licence.

Applications for licences (separately for each quota) should be made on form ILB/A and be sent to the Board of Trade, Import Licensing Branch, 1 Victoria Street, London, S.W.1. Page 1 of the application form should be completed and page 2 left blank; on page 3 AND COPIES, the applicant's name, full postal address and the country of origin and consignment (China) should be inserted.

Iran and Poland

THE SECOND SESSION of the Joint Irano-Polish Ministerial Council was held in Tehran from December 13-16, 1969. The main outcome of the session was the signature of a new five-year barter trade agreement which came into effect on January 1, 1970.

The total value of the exchange during the first two years of the agreement will be United States $22 million in 1970 and United States $23.5 million in 1971. If these targets are achieved, they will represent nearly a fourfold increase in the volume of Irano-Polish trade, which has been running at an annual average of United States $6 million over the past three years.

The agreement also provides for a United States $15 million credit to Iran under separate agreement, the details of which have yet to be negotiated.

Any inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3508).

Mr. Ron Parkes (centre), the Queensland State Secretary of the Australian British Trade Association, chats with Pye executives after being entertained in Cambridge during his tour of British industry. The Australian British Trade Association exists to promote Britain's exports to Australia. In the picture from left to right are Mr. H. A. McGhee, director of Pye Ltd.: Mr. W. H. Storey, chairman of Pye Unicam Ltd. and a director of Pye of Cambridge Ltd.; Mr. Parkes, Dr. J. Westhead, managing director of Pye Telecommunications Ltd., and Mr. C. A. R. Pearce, managing director of the Telephone Manufacturing Co. Ltd.

GKN Contractors, a subsidiary of GKN Engineering Ltd., have won a contract valued at £8 million for the manufacture and supply of steelworks plant, including a new rolling mill complex, near Porto Alegre in Brazil. The picture shows Dr. W. C. Froehlich (left), the president of Acos Finos Piratini SA of Porto Alegre, Brazil, and Mr. W. A. D. Parsons, director of procurement for GKN Contractors Ltd., signing the contract in Essen. The contract is subject to ratification by the Brazilian government.

USSR and Sudan

IT WAS reported recently in Khartoum that agreement has been reached between the Soviet and Sudanese Governments on a list of commodities which the Sudan will import from the Soviet Union in barter exchange for Sudanese cotton. The commodities include sugar (£S2·5 million), fertilizers and insecticides (£S2 million), tractors and spare parts (£S1·5 million), building materials (£S1·75 million), motor cars (£S0·75 million), pharmaceuticals (£S0·5 million), electrical equipment (£S0·25 million), tyres (£S0·25 million), and other items (£S0·5 million).

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Srteet, S.W.1 (Tel. 01-222 7877, Ext. 2358), quoting reference CRE 22227/G.

Singapore and Cambodia

A TRADE AGREEMENT between Singapore and Cambodia was signed in Phnom Penh on November 25, 1969. It remains in force for one year, but is deemed to be automatically renewed unless, and until, either contracting party gives three months notice of its intention to terminate.

Provision is made for mfn treatment in all matters relating to trade between both countries, subject to any special agreements either contracting party may have with other countries; the encouragement of exports from and imports into their respective territories of the goods listed in the schedules to the Agreement; facilities for temporary admission of commercial samples and publicity material as well as goods destined for fairs and exhibitions; the appointment of agents who are nationals of the country in which they operate; payments between the two countries in currencies acceptable to the National Bank of Cambodia and the approved registered banks of Singapore; and co-operation in the fields of industry; agriculture, science, tourism and technical know-how.

Any inquiries regarding this notice should be made to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2143), quoting reference CRE 29048.

New Zealand—Australia Free Trade Agreement

THE AUSTRALIAN Minister for Trade and Industry recently announced that the Australian and New Zealand governments had reached agreement on the undermentioned list of commodities to be added to Schedule A of the New Zealand-Australia Free Trade Agreement with effect from January 1, 1970. Details of the Agreement were published in the *Board of Trade Journal* on September 17, 1965 (page 638), and September 24, 1965 (page 704).

The decision to include these commodities results from provisions made in the Agreement for regular reviews of goods in order to consider the inclusion of additional items in that Schedule. During the course of this review both governments considered a common list of products, details of which were given in the *Board of Trade Journal* dated January 24, 1969 (pages 236-7).

Inquiries regarding this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2319), quoting reference CRE 16678/G.

Additions to Schedule A effective from January 1, 1970:

Australian Tariff Item	Description of Goods (Expressed in terms of Brussels Tariff Nomenclature)		New Zealand Tariff Item
Ex 59.02	Ex 59.02	Felt and articles of felt, whether or not impregnated or coated; viz.:	
		Floor rugs wholly or partly of wool	Ex 59.02.01 Ex 59.02.09
73.01	73.01	Pig iron, cast iron and speigeleisen, in pigs, blocks, lumps and similar forms	73.01.10 73.01.20
73.02	73.02	Ferro-alloys	73.02.10 73.02.20
73.03	73.03	Scrap and waste metal of iron or steel	73.03.00
73.04	73.04	Shot and angular grit, of iron or steel, whether or not graded; wire pellets of iron or steel	73.04.00
Ex 73.05	Ex 73.05	Iron or steel powders; sponge iron or steel; viz.:	73.05.10
		Iron or steel powders	
Ex 73.06	Ex 73.06	Puddled bars and pilings; ingots, blocks, lumps and similar forms of iron or steel, *not including:*	73.15.10
		Ingots	
Ex 73.11.11 Ex 73.11.91 Ex 73.11.99	Ex 73.11	Angles, shapes and sections of iron or steel, hot-rolled, forged, extruded, cold-formed or cold-finished; sheet piling of iron or steel, whether or not drilled, punched or made from assembled elements; viz.:	73.11.13 Ex73.11.19 73.11.23 73.11.29
		Angles and tees, 80 mm. or more, not worked or galvanized channels, girders, beams and joists 80 mm. or more, not worked or galvanized; excluding 4 in. by 2 in., channels weighing less than 7¼ lb. per linear foot	
		Sheet piling	
		Other shapes and sections, 80 mm. or more, not worked or galvanized	
Ex 73.13.1 Ex 73.13.2 Ex 73.13.3 Ex 73.13.9	Ex 73.13	Sheets and plates, of iron or steel, hot-rolled or cold-rolled; viz.:	73.13.11 73.13.19
		More than 4·75 mm. in thickness, other than tinned	73.13.32
		Less than 3 mm. in thickness, not plated, coated or clad perforated but not furthe rworked	73.13.34 73.13.35
		Less than 3 mm. in thickness, not plated, coated or clad; not worked	73.13.39 73.13.41
		Tinned sheets and plates, corrugated or perforated but not further worked	73.13.42 73.13.44
		Tinned sheets and plates, not worked, not lacquered, painted or similarly coated	73.13.45 73.13.54
		Less than 3 mm. in thickness, plated, coated or clad (other than tinned) perforated but not further worked	73.13.62 73.13.64 73.13.69
		Less than 3 mm. in thickness, plated, coated or clad (other than tinned), not worked, not coiled, or galvanized	
73.15.31 73.15.39 Ex 73.15.511 Ex 73.15.591 Ex 73.15.599 Ex 73.15.612 Ex 73.15.613 Ex 73.15.614 Ex 73.15.619 Ex 73.15.69 Ex 73.15.711 Ex 73.15.712 Ex 73.15.719 Ex 73.15.72 Ex 73.15.73 Ex 73.15.79	Ex 73.15	Alloy steel and high carbon steel in the forms mentioned in item 73.06 to 73.14 (inclusive); viz.:	73.15.13 Ex 73.15.15
		Angles, shapes and sections, 80 mm. or more, not worked excluding 4 in. by 2 in. channels weighing less than 7¼ lb. per lineal foot	73.15.16 73.15.18 73.15.21 Ex 73.15.23 Ex 73.15.23
		Sheet piling	73.15.24
		Sheets and plates, more than 4·75 mm. in thickness, and universal plates	73.15.26 73.15.41
		Sheets and plates, less than 3 mm. in thickness, not plated, coated or clad, perforated, but not futher worked	73.15.42 73.15.43 73.15.44
		Sheets and plates, less than 3 mm. in thickness, not plated, coated or clad, not worked	73.15.51 73.15.53
		Sheets and plates, less than 3 mm. in thickness, plated, coated or clad, of high carbon steel, not worked, not galvanized	73.15.54 73.15.55 73.15.57
		Sheets and plates, less than 3 mm. in thickness, plated, coated or clad, of alloy steel, not worked, not galvanized or bitumen coated	73.15.59 73.15.61 73.15.62 73.15.66 73.15.67 73.15.69 73.15.71 73.15.75 73.15.76 73.15.79 73.15.82 73.15.83
		Hoop and strip, under 6 in. in width, not worked	73.15.85 73.15.87 73.15.88
		Hoop and strip, 6 in. and over in width, other than coiled	73.15.91
Ex 91.04.39	Ex 91.04	Other clocks; viz.:	Ex 91.04.02
		Battery operated clocks	

Now that we consolidate freight, things have changed.
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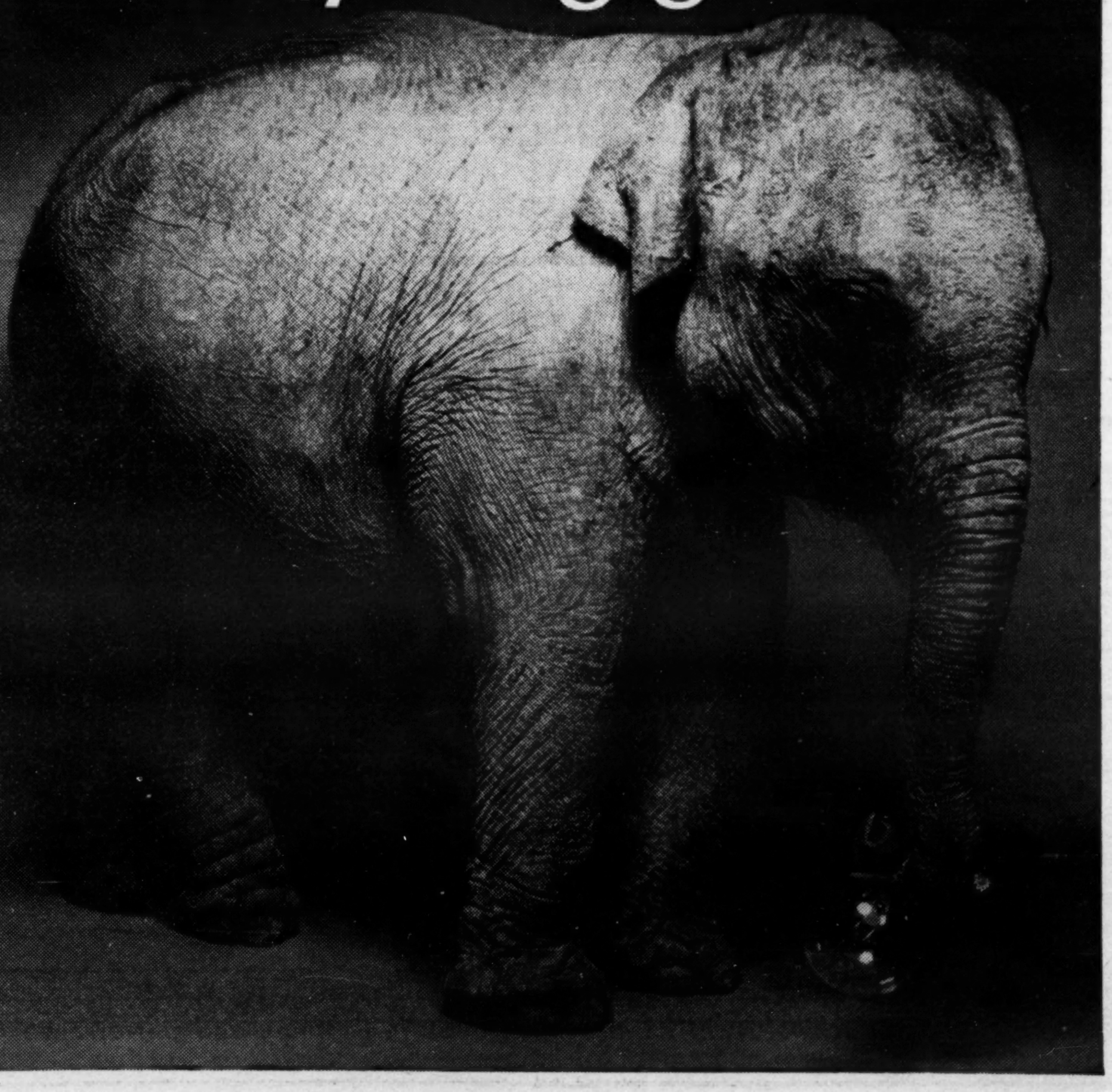


Opportunities for exporters—calls for tender

Brief details are given below of some Calls for Tender reported in recent issues of the **Export Service Bulletin.**† *Copies of the Bulletins, which contained the original notices, and photo copies of drawings, specifications (where available) may be purchased by British firms.*

Orders for Bulletins (2s. each) and specifications, etc. (the price of these varies – see individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Branch, Board of Trade, may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.

Note: *An asterisk in the text indicates that documents may be borrowed.*

The date given in the announcement is the last date for the receipt of bids.

All inquiries should be addressed to the Editor, **Export Service Bulletin,** *Board of Trade, Room H19, Hillgate House, 35 Old Bailey, London, E.C.4 (Telephone:* 01-248 5757, *Extns.* 404, 7003 *and* 406 (*Deposit Accounts*), *Telex:* 886143, *Answer Back BOTHILLGATR LDN. Telegram: EXSERBRA*).

ALGERIA

Bulletin 7/70

ALGERIA RADIO & TELEVISION AUTHORITY:
Film Editing Equipment. March 30. E.S.B. 50347/70/J.

Bulletin 9/70

PORT OF ORAN AUTHORITY:
***27s. (In French.) Study and Repair of Quay Walls. (Further Information.) E.S.B. 50039/70/J.**

ARGENTINA

Bulletin 5/70

SERVICIOS ELECTRICOS DEL GRAN B.A. (SEGBA):
Circuit Breakers. February 13. E.S.B. 50133/70/J.
Transformers. February 13. E.S.B. 50134/70/J.

Bulletin 8/70

Transformers. February 18. E.S.B. 50374/70/J and 50375/70/J.

Bulletin 9/70

MUNICIPALIDAD DE BUENOS AIRES:
Traffic Light Signalling System. February 11. E.S.B. 50432/70/J.

AUSTRALIA

Bulletin 6/70

POSTMASTER GENERAL'S DEPARTMENT:
***13s. Transmission Testing Equipment. (Further Information.) E.S.B. 53972/69/J.**
***21s. Transmission Testing Equipment. (Further Information.) E.S.B. 53967/69/J.**
***20s. Transmission Testing Equipment. (Further Information.) E.S.B. 53965/69/J.**

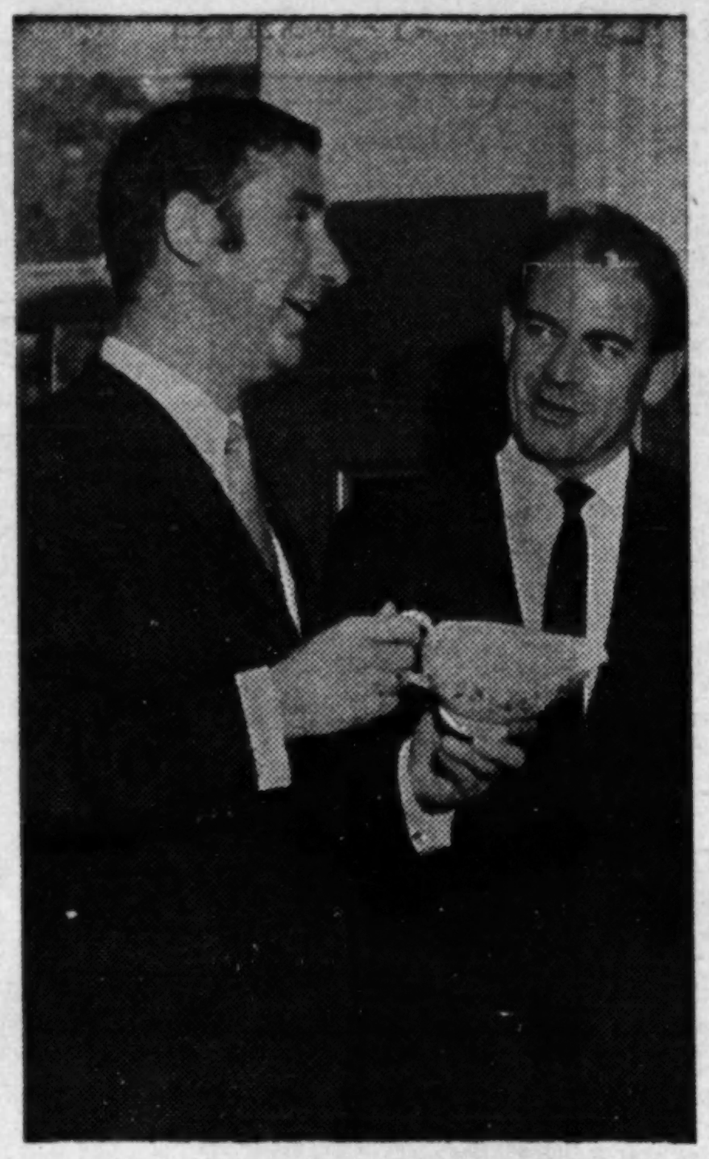
HYDRO-ELECTRIC COMMISSION OF TASMANIA:
***15s. Switchgear. March 23. E.S.B. 50181/70/J.**
DEPARTMENT OF CIVIL AVIATION:
***24s. Lathes. February 3. E.S.B. 50180/70/J.**
POSTMASTER GENERAL'S DEPARTMENT:
***18s. Transmission Testing Equipment. February 17. E.S.B. 50188/70/J.**
ELECTRICITY COMMISSION OF NEW SOUTH WALES:
***1s. Feedwater Heaters. (Summary of Specification.) March 2. E.S.B. 50198/70/J.**
WIDE BAY-BURNETT REGIONAL ELECTRICITY BOARD:
***12s. Insulators. (Further Information.) E.S.B. 50043/70/J.**
CAPRICONIA REGIONAL ELECTRICITY BOARD:
***32s. Street Lighting Standards Brackets. (Further Information.) E.S.B. 50041/70/J.**

Bulletin 7/70

SNOWY MOUNTAINS HYDRO-ELECTRICITY AUTHORITY:
***22s. Conductors. February 11. E.S.B. 50193/70/J.**
DEPARTMENT OF WORKS:
Construction of Bridge. February 10. E.S.B. 50160/69/J.

Bulletin 9/70

SOUTHERN ELECTRIC AUTHORITY OF QUEENSLAND:
***55s. Switchgear. February 11. E.S.B. 50425/70/J.**
NABALCO PTY. LTD.:
Electrical Distribution System. (Pre-qualification.) January 30. E.S.B. 50431/70/J.
STATE ELECTRICITY COMMISSION OF VICTORIA:
Shunt Reactors and Equipment. March 2. E.S.B. 50433/70/J.



Mr. Bert Coenraad (left), china buyer of David Jones Limited, Sydney, pictured in the Wedgwood showroom at Barlaston with Mr. W. U. Lydeard, general sales manager of Wedgwood, looking at the new china pattern 'Downland'.

BELGIUM

Bulletin 9/70

SHAPE:
***Group Delay Measuring Sets. February 24. E.S.B. 50426/70/J.**

BOLIVIA

Bulletin 7/70

YACIMIENTOS PETROLIFEROS FISCALES BOLIVIANOS:
Vehicles. Closing date postponed to February 18. (Further Information.) E.S.B. 50950/69/J.

BRAZIL

Bulletin 8/70

SAO PAULO PUBLIC CLEANSING DEPARTMENT:
Incinerators. Closing date postponed to February 17. (Further Information.) E.S.B. 46127/69/J.

BURMA

Bulletin 5/70

PEOPLE'S BAWDWIN INDUSTRY:
***3s. Wood Working Machine. March 20. E.S.B. 50075/70/J.**
***5s. Vehicle Spare Parts. March 25. E.S.B. 50080/70/J.**
***3s. Concrete Mixer. March 20. E.S.B. 50070/70/J.**
***3s. Conveyor and Elevator Beltings. March 25. E.S.B. 50079/70/J.**

†*The* **Export Service Bulletin** *which is available only to individuals resident and firms registered and carrying on business in the United Kingdom, is a 'must' for exporters. A week's issues (it is published daily from Monday to Friday) may contain as many as 500 calls for tender, in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled 'World Economic Comments'. summarizes the economic conditions in more than 100 countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which covers all issues, costs only £10 10s.*

If you would like a specimen copy get in touch with the Editor, **Export Service Bulletin,** *Board of Trade, Room H19, Hillgate House, 35 Old Bailey, London, E.C.4 (Telephone:* 01-248 5757, *Extn.* 7058, *Telex:* 886143, *Answer Back BOTHILLGATE LDN, Telegram: EXSERBRA), mentioning the products or countries of special interest to you.*

MANUFACTURERS SEEKING EXPORT TO OR REPRESENTATION IN
NEW ZEALAND
IN THE FOLLOWING FIELDS, ARE INVITED TO SUBMIT CATALOGUES ETC.,
BEFORE THURSDAY, 5th FEBRUARY, 1970
HARDWARE — HANDTOOLS — KITCHENWARE — TOYS
Please address all correspondence to:—
M. K. Archibald & Co. Ltd.,
c/o S. H. Lock & Co. Ltd.,
52/56 Osnaburgh Street,
Regents Park, London, N.W.1.
Mr. Simon Archibald will be in London early in February and will arrange to meet all interested parties.

*3s. Steel Channels and Tee. March 20. E.S.B. 50083/70/J.
*3s. Steel. March 20. E.S.B. 50082/70/J.
*3s. Steel Angle Iron. March 20. E.S.B. 50081/70/J.
*3s. Surveying Equipment. March 25. E.S.B. 50076/70/J.
*3s. Grinder. March 20. R.S.B. 50078/70/J.
*3s. Bench Saw. March 20. E.S.B. 50074/70/J.
PEOPLE'S PEARL AND FISHERY BOARD:
*10s. Machine Tools, Winch. February 5. E.S.B. 50093/70/J.
PUBLIC WORKS CORPORATION:
*5s. Laboratory Equipment, Ceramic Works Tools. February 5. E.S.B. 50095/70/J.
*4s. Transparent Roofing Sheets. February 9. E.S.B. 50105/70/J.
*4s. Panel Pins. February 6. E.S.B. 50096/70/J.
INDUSTRIAL DEVELOPMENT CORPORATION:
*4s. Steel Sheet and Brass Rod. February 10. E.S.B. 50113/70/J.
*3s. Wire Mesh. February 20. E.S.B. 50111/70/J.
*2s. M.S. Shafting Bass. February 15. E.S.B. 50107/70/J.
MINISTRY OF INDUSTRY:
*3s. Steel Pipes, Bars, Rods, Wire, Brass Rod. February 10. E.S.B. 50100/70/J.
UNION OF BURMA RAILWAY BOARD:
*3s. Pig Iron. February 3. E.S.B. 50090/70/J.
PEOPLE'S OIL INDUSTRY:
*4s. Valves, Pipe Fittings. February 20. E.S.B. 50117/70/J
*6s. Creosote Oil. February 10. E.S.B. 50108/70/J.
*5s. Electrical Installation Materials. March 31. E.S.B. 50106/70/J.
*5s. Files. March 15. E.S.B. 50112/70/J.
*3s. Barometer. February 6. E.S.B. 50114/70/J.
*4s. Brass Rod; Bronze Bar. March 31. E.S.B. 50115/70/J.
*4s. Tampactor. February 12. E.S.B. 50116/70/J.
UNION OF BURMA RAILWAY BOARD:
*3s. Enamel Copper Wire. February 3. E.S.B. 50088/70/J.
PEOPLE'S OIL INDUSTRY:
*3s. Tool Steel. March 31. E.S.B. 50109/70/J.
*2s. Lamp Marking Solution. March 31. E.S.B. 50103/70/J.
*3s. Aviation Fuel Shell Detector. March 31. E.S.B. 50101/70/J.
MISCELLANEOUS INDUSTRY MANAGEMENT COMMITTEE:
*9s. Chemicals. February 9. E.S.B. 50120/70/J.
*7s. Chemicals Plastic Powder, Dyestuff. February 9. E.S.B. 50119/70/J.
UNION OF BURMA RAILWAY:
*3s. Metals. February 3. E.S.B. 50089/70/J.

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*Steel Plate. February 6. E.S.B. 50357/70/J.
*Steel. February 5. E.S.B. 50353/70/J, 50355/50/J.
*Steel. February 6. E.S.B. 50356/70/J.
MINISTRY OF DEFENCE:
*4s. Mortuary Refrigerator. February 28. E.S.B. 50311/70/J.

Bulletin 7/70
PEOPLE'S OIL INDUSTRY:
*6s. Diesel Engine. February 15. E.S.B. 50309/70/J.
*3s. Aero Sketchmaster, Optical Reducer, Epidiascope. February 15. E.S.B. 50313/70/J.
*3s. Steel Sheet. March 15. E.S.B. 50312/70/J.
*3s. Electrical Fittings. March 15. E.S.B. 50310/70/J.

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UNION OF BURMA RAILWAY BOARD:
Steel Bar. February 5. E.S.B. 50351/70/J.
*Steel Sheet. February 5. E.S.B. 50354/70/J.

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*Steel. February 5. E.S.B. 50440/70/J.
*Steel Sheet. February 5. E.S.B. 50442/70/J.
*Metals. February 5. E.S.B. 50441/70/J.
*Vacuum Exhauster. February 6. E.S.B. 50437/70/J.
*Drilling Machine. February 6. E.S.B. 50438/70/J.
*Steel Sheet, Plate and Strip. February 5. E.S.B. 50443/70/J.
*Grinding Machinery. February 6. E.S.B. 50439/70/J.

CANADA

Bulletin 5/70
MANITOBA HYDRO:
*Turbine Generators. February 27. E.S.B. 50072/70/J.

CEYLON

Bulletin 6/70
MINISTRY OF FINANCE:
*Paper. February 24. E.S.B. 49894/69/J.
STATE ENGINEERING CORPORATION:
*4s. Conduit Pipes and Accessories. (Further Information.) E.S.B. 54153/69/J.
*5s. Axial Flow Fans. (Further Information.) E.S.B. 54106/70/J.

Bulletin 8/70
HEALTH SERVICES:
Sterilizers. February 10. E.S.B. 50376/70/J.

ETHIOPIA

Bulletin 8/70
IMPERIAL BOARD OF TELECOMMUNICATIONS:
*9s. Wire. March 13. E.S.B. 50359/70/J.
*8s. Wire. March 18. E.S.B. 50360/70/J.
*21s. Telephone Line Equipment. March 6. E.S.B. 50358/70/J.

Bulletin 9/70
IMPERIAL HIGHWAY AUTHORITY:
*From 21s.-35s. Highway Maintenance Vehicles. (Further Information.) E.S.B. 50060/70/J.

INDIA

Bulletin 5/70
SOUTH EASTERN RAILWAY:
Monotype Keyboard and Casters. March 10. E.S.B. 50121/70/J.

Bulletin 7/70
DIRECTORATE GENERAL OF SUPPLIES AND DISPOSALS:
*40s. Lead Pig. February 4. E.S.B. 50214/70/J.
*Furnace. February 12. E.S.B. 50215/70/J.
HINDUSTAN COPPER LTD.:
Mine Car Loaders. February 13. E.S.B. 50217/70/J.
Combination Trolley and Battery Locomotives. February 16. E.S.B. 50218/70/J.
Ore Prospecting Equipment. February 20. E.S.B. 50250/70/J.
Bore Hole Surveying Instruments. February 18. E.S.B. 50248/70/J.
Drill Hole Magnetometer. February 21. E.S.B. 50251/70/J.
Disc Pulverizer. February 23. E.S.B. 50252/70/J.
Microscopes. February 24. E.S.B. 50253/70/J.
Laboratory Balances. February 25. E.S.B. 50254/70/J.
Microsplitters. February 26. E.S.B. 50255/70/J.
Compasses. February 27. E.S.B. 50256/70/J.
Induced Polarization Unit. February 28. E.S.B. 50257/70/J.
Drill Hole Electro-Magnetic Equipment. February 19. E.S.B. 50249/70/J.

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BHABHA ATOMIC RESEARCH CENTRE:
*5s. Illuminometer. February 4. E.S.B. 50394/70/J.
*5s. Analog to Digital Converter. February 4. E.S.B. 50393/70/J.
*4s. Shear Cutting Machines. February 16. E.S.B. 50391/70/J.
*5s. Pen Recorder. February 3. E.S.B. 50410/70/J.
*5s. Oscilloscope. February 3. E.S.B. 50411/70/J.
*5s. Burner-Atomizer. February 3. E.S.B. 50412/70/J.
*29s. Steel Tubing. February 20. E.S.B. 50390/70/J.
*11s. Cable. February 2. E.S.B. 50418/70/J.
INDIAN DRUGS AND PHARMACEUTICALS LTD.:
Drugs and Pharmaceuticals. February 27. E.S.B. 50402/70/J.

IRAN

Bulletin 7/70
IRANIAN STATE RAILWAYS:
*15s. Rail Anchor Clips. February 15. E.S.B. 50277/70/J.

Bulletin 8/70
*12s. Fish Plates. February 28. E.S.B. 50276/70/J.
MINISTRY OF WATER AND POWER:
Irrigation Project. April 12. E.S.B. 50379/70/J.

Bulletin 9/70
IRANIAN TOBACCO COMPANY:
*Cigarette Paper. March 12. E.S.B. 50436/70/J.
Imitation Cork Tape. March 8. E.S.B. 50435/70/J.

IRAQ

Bulletin 7/70
MINISTRY OF OIL AND MINERALS:
*10s. Pumps. February 7. E.S.B. 50279/70/J.
*6s. Rubber Hoses and Canvas. February 3. E.S.B. 50278/70/J.
TOBACCO MONOPOLY ADMINISTRATION:
Cigarette Paper. February 14. E.S.B. 50317/70/J.
MINISTRY OF MUNICIPAL AND RURAL AFFAIRS:
Construction of Water Supply Scheme. May 9. E.S.B. 50303/70/J.
CENTRAL FOREIGN PURCHASING BOARD:
Tape Recorders. February 8. E.S.B. 50280/70/J.

Bulletin 8/70
MINISTRY OF MUNICIPAL AND RURAL AFFAIRS:
*90s. Water Supply Scheme. (Further Information.) E.S.B. 50378/69/J.

IRISH REPUBLIC

Bulletin 8/70
ROSCOMMON COUNTRY COUNCIL:
Pressure Filter. February 2. E.S.B. 50419/70/J.

JORDAN

Bulletin 9/70
JORDAN PETROLEUM REFINERY CO. LTD.:
Extinguishers. February 7. E.S.B. 50457/70/J.
*3s. Nitrogen Cylinders. February 7. E.S.B. 50458/70/J.

KUWAIT

Bulletin 9/70
MINISTRY OF ELECTRICITY AND WATER:
*6s. Steel Tank. February 24. E.S.B. 50421/70/J.

MALAYSIA

Bulletin 5/70
DIRECTORATE OF TELECOMMUNICATIONS:
Telecommunications Equipment. Closing date postponed to February 2. (Further Information.) E.S.B. 49293/69/J.

MALTA

Bulletin 5/70
TREASURY:
*7s. Bottle Washing Machines. February 5. E.S.B. 50177/70/J.

MOROCCO

Bulletin 5/70
PHARMACIE CENTRALE:
*6s. (In French.) Pharmaceuticals. February 2. E.S.B. 50176/70/J.

MOZAMBIQUE

Bulletin 7/70
PORTS, RAILWAYS AND TRANSPORTS DEPARTMENT:
*7s. (In Portuguese.) Crane Circuit Feeding Material. February 13. E.S.B. 50263/70/J.

NETHERLANDS

Bulletin 5/70
DIRECTOR OF WATERWAYS:
Maintenance of Canal Works. February 4. E.S.B. 50139/70/J.
Construction of Roads. February 10. E.S.B. 50140/70/J.
Road Maintenance. February 3. E.S.B. 50137/70/J.

NEW ZEALAND

Bulletin 5/70
POST OFFICE HEADQUARTERS:
*44s. Telephone Handset Cords. February 6. E.S.B. 50123/70/J.

Bulletin 6/70
WAITEMATA ELECTRIC POWER BOARD:
*3s. Submarine Cable. February 6. E.S.B. 50174/70/J.

NIGERIA

Bulletin 8/70
LAGOS STATE TENDERS BOARD:
Drugs, Dressings, Hospital Equipment. February 2. E..B. 50396/70/J.

PAKISTAN

Bulletin 6/70
SUI NORTHERN GAS PIPELINES LTD.:
*10s. Steel Pipeline. February 16. E.S.B. 50185/70/J.

Bulletin 7/70
DIRECTORATE OF SUPPLY:
*10s. Microscopes, Microtome, Microprojector. February 2. E.S.B. 50318/70/J.
PAKISTAN TELEGRAPH AND TELEPHONE DEPARTMENT:
*19s. Steel Wire. March 24. E.S.B. 50291/70/J.
PAKISTAN WESTERN RAILWAY BOARD:
Jacks. February 21. E.S.B. 50270/70/J.
CAPITAL DEVELOPMENT AUTHORITY:
*10s. Machinery Parts. February 5, 12 and 19. E.S.B. 50271/69/J.

Bulletin 8/70
DIRECTORATE OF SUPPLY:
*13s. Air-Conditioning Units, Cold Storage Plants. Closing date postponed to February 3. (Further Information.) E.S.B. 49890/69/J.

PAPUA AND NEW GUINEA

Bulletin 6/70
SUPPLY AND TENDERS BOARD:
*5s. Tea Chests. March 3. E.S.B. 50162/70/J.

PHILIPPINES, REPUBLIC OF

Bulletin 6/70
NATIONAL WATERWORKS AND SEWERAGE AUTHORITY:
*116s. February 16. E.S.B. 50186/70/J.
*77s. Generators. February 18. E.S.B. 50187/70/J.

SINGAPORE, REPUBLIC OF

Bulletin 6/70
PUBLIC UTILITIES BOARD:
Power Station Scheme. Closing dates, various. (Prequalification Information.) E.S.B. 50142/70/J.

SAUDI ARABIA

Bulletin 9/70
HEADQUARTERS, ROYAL SAUDI ARABIAN AIR FORCE:
Heavy Equipment (unspecified). February 26. E.S.B. 50397/70/J.

SOUTH AFRICA

Bulletin 5/70
PIETERMARITZBURG CITY COUNCIL:
Cables. February 9. E.S.B. 50073/70/J.

Bulletin 9/70
NATAL PROVINCIAL ADMINISTRATION:
*8s. Resuscitation Instrument. February 4. E.S.B. 50422/70/J.
*8s. Surgery Plant. February 4. E.S.B. 50400/70/J.
*6s. Electrophoresis Apparatus. February 3. E.S.B. 50423/70/J.
STATE PROCUREMENT BOARD:
*7s. Lanyard. February 4. E.S.B. 50449/70/J.
STATE TENDER BOARD:
*7s. Cellulose Tubing. February 11. E.S.B. 50430/70/J.
*7s. Microscope Slides. February 11. E.S.B. 50428/70/J.

SUDAN

Bulletin 8/70
CENTRAL ELECTRICITY AND WATER CORPORATION:
*10s. Pipes. March 10. E.S.B. 50373/70/J.
DEPARTMENT OF POSTS AND TELEGRAPHS:
*2s. Paper. February 12. E.S.B. 50372/70/J.

SYRIAN ARAB REPUBLIC

Bulletin 8/70
SYRIAN ARAB BUILDING CO.:
*2s. (In French.) Electro-Scrapers. February 15. E.S.B. 50299/69/J.
*1s. (In French.) Diesel Grab-Cranes. February 15. E.S.B. 50300/69/J.
*1s. (In French.) Diesel Dumpers. February 15. E.S.B. 50314/69/J.
*1s. (In French.) Steel Profile Cutting Machine. March 1. E.S.B. 50315/69/J.

TAIWAN

Bulletin 6/70
CENTRAL TRUST OF CHINA:
*5s. Concrete Mixers and Accessories. February 24. E.S.B. 50147/70/J.
*3s. Zinc Ingot. February 28. E.S.B. 50155/70/J.
*10s. Steel Sheet Piling and Accessories. February 26. E.S.B. 50154/70/J.

(Continued on next page)

OPPORTUNITIES FOR EXPORTERS, *continued*

Bulletin 7/70
- *4s. Freeze Dryer. February 18. E.S.B. 50258/69/J.
- *4s. Teletype Equipment. February 3. E.S.B. 50208/70/J.
- *4s. Voltage Regulator. March 2. E.S.B. 50241/70/J.
- *4s. Steel Bar. February 3. E.S.B. 50243/70/J.
- *2s. Hoists; Wrench; Trolley. February 12. E.S.B. 50244/70/J.
- *2s. Air Compressor. February 12. E.S.B. 50245/70/J.
- *3s. Meteorological Equipment. February 27. E.S.B. 50246/70/J.
- *Generator Unit. February 26. E.S.B. 50152/70/J.

TANZANIA

Bulletin 5/70

NATIONAL AGRICULTURAL CO.:
Fencing Wire. March 1. E.S.B. 50149/70/J.
Water Pipes. March 1. E.S.B. 50150/70/J.

THAILAND

Bulletin 7/70

METROPOLITAN ELECTRICITY AUTHORITY:
*21s. Transformers. (Further Information.) E.S.B. 53191/69/J.
ROYAL IRRIGATION DEPARTMENT:
Telephones and Equipment. February 6. E.S.B. 50229/70/J.
Radio Transceivers and Amplifiers. February 6. E.S.B. 50230/70/J.
STATE RAILWAY OF THAILAND:
Pig Iron. February 16. E.S.B. 50225/70/J.
TELEPHONE ORGANIZATION:
Cables. February 3. E.S.B. 50236/70/J.
THAILAND TOBACCO MONOPOLY:
Transformers and Accessories. February 3. E.S.B. 50233/69/J.
DEPARTMENT OF VOCATIONAL EDUCATION:
Garage Tools and Equipment, Technical Drawing Equipment, Electrical and Electronic Tools and Equipment, Hand Tools. March 10. E.S.B. 50341/70/J.

TURKEY

Bulletin 5/70

DENIZCILIK BANKASI TAO:
*3s. Amphibious Cartridge Hammer. February 2. E.S.B. 50151/70/J.

Bulletin 8/70

DEVLET SU ISLERI GENEL MUDURLUGU:
*8s. Diesel Engines. February 4. E.S.B. 50370/70/J.

URUGUAY

Bulletin 7/70

STATE ELECTRICITY AND TELEPHONE BOARD:
*30s. (In Spanish.) Telephone Equipment. 1st call, February 6; 2nd call, February 18. E.S.B. 50192/70/J.
*31s. (In Spanish.) Transformer. 1st call, February 5; 2nd call, February 17. E.S.B. 50247/70/J.
ANCAP:
*7s. (In Spanish.) Wort Filter. February 3. E.S.B. 50172/70/J.
*7s. (In Spanish.) Wort Cooling Machine. February 3. E.S.B. 50161/70/J.
*7s. (In Spanish.) Demijohn Filling Machine. February 5. E.S.B. 50281/70/J.

Bulletin 8/70
- *7s. (In Spanish.) Oxy-Acetylene Blow Torches. February 4. E.S.B. 50285/70/J.
- *8s. (In Spanish.) Vehicles. February 5. E.S.B. 50282/70/J.
- *7s. (In Spanish.) Steel Cable. February 11. E.S.B. 50284/70/J.

COTEPAYCO:
*Design and Construction of a Bridge. Closing date postponed to March 30. (Further Information.) E.S.B. 51331/69/J.
STATE FISHERIES:
Construction of Fishing Terminal Facilities and Supply of Equipment to Transport Fleet. 1st call, March 16; 2nd call, April 1. E.S.B. 50286/70/J.

YUGOSLAVIA

Bulletin 8/70

INVEST IMPORT, BELGRADE:
Polyester Fibre Production Machinery. March 18. E.S.B. 50362/70/J.
AGRO-MAKEDONIJA IMPORT:
*1s. (Press Notice.) Press. March 18. E.S.B. 50364/70/J.
COMBINE JUGOPLASTIKA SPLIT:
*1s. (Press Notice.) Footwear Making Machinery. March 18. E.S.B. 50365/70/J.
FACTORY OF THE RIJERA CLOTHES INDUSTRY:
*1s. (Press Notice.) Air Conditioning March 18. E.S.B. 50363/70/J.
*1s. (Press Notice.) Steel Casting Machinery. E.S.B. 50367/70/J.
METALSERVIS:
*1s. (Press Notice.) Steel Cylinders. March 18. E.S.B. 50366/70/J.
GRAFOIMPEX:
Printing, Graphic, Paper Processing and Bookbinding Machines, Photographic Equipment. March 25. E.S.B. 50415/70/J.
SIPAD ENTERPRISE FOR EXPORT:
*1s. Electronic Accounts Machine. March 25. E.S.B. 50416/70/J.
ENTERPRISE FOR THE EXPORT AND IMPORT OF EQUIPMENT:
*5s. Cable and Wire Manufacturing Machinery, Cable and Wire Testing Machinery and Equipment. March 25. E.S.B. 50417/70/J.

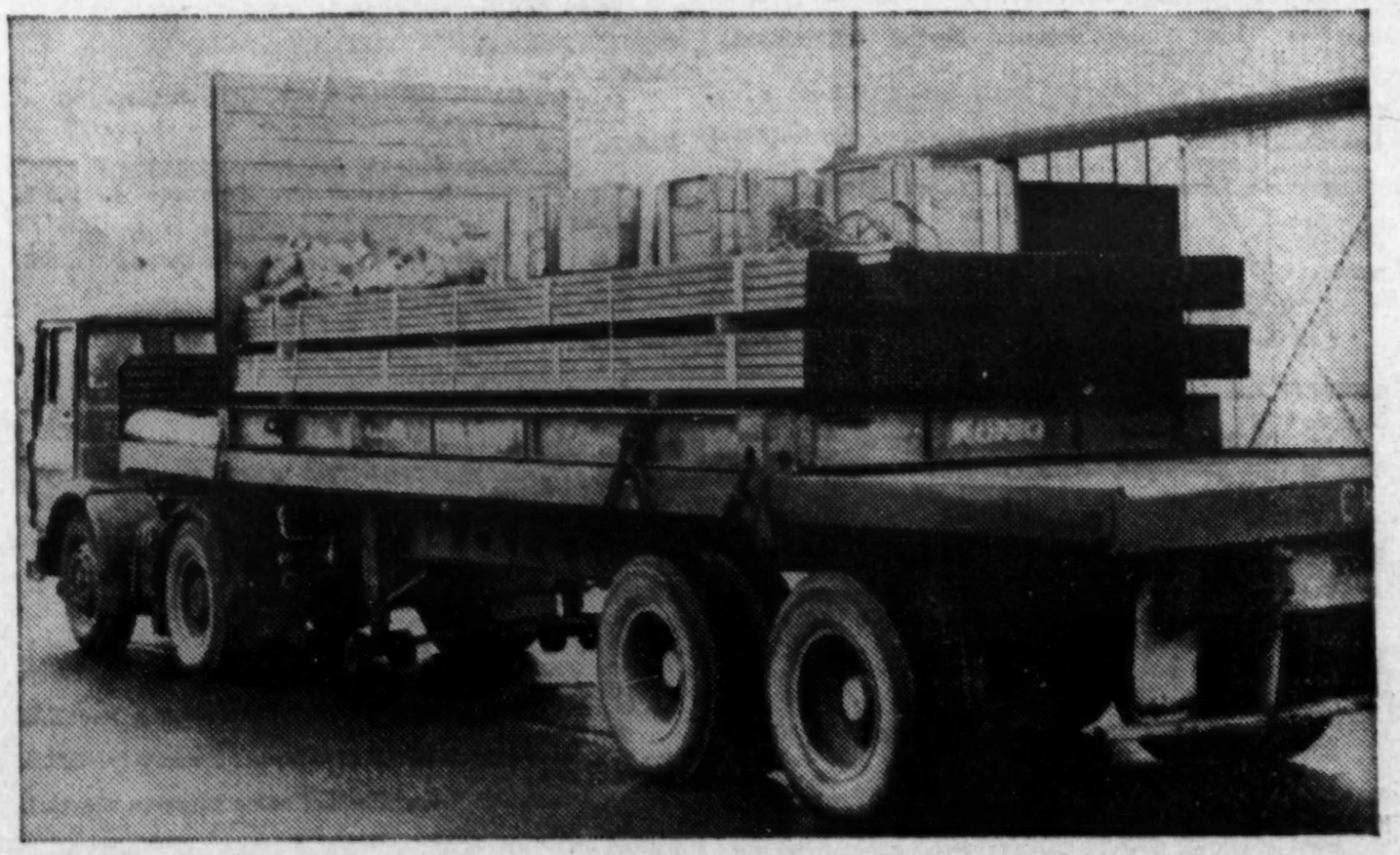
Opportunities for exporters—Agency inquiries, market reports, etc.

Brief details are given below of some inquiries for British goods, offers to represent British principals, market reports, etc., published in recent issues of the **Export Service Bulletin.** *Copies of the Bulletins, which contained the original notices, and photocopies of any document relating to them may be purchased by British firms.*

Orders for Bulletins (2s. each) and documents (the price of these varies – see individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade, and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Branch, Board of Trade, may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.

Note: *An asterisk in the text indicates that documents may be borrowed.*

All inquiries should be addressed to the Editor, **Export Service Bulletin,** *Board of Trade, Room H09, Hillgate House, 35 Old Bailey, London, E.C.4 Telephone:* 01-248 5757, *Extns.* 7016, 7017, *Telex:* 886143, *Answer Back BOTHILLGATE LDN, Telegram: EXSERBRA.*



An order for the supply of steel laboratory framework for the new oil research centre, the Koninklijke/Shell Laboratorium, Amsterdam, was won recently by the 'Unistrut' division of GKN Sankey Ltd., Welwyn Garden City, Herts. Secured by agents in Rotterdam, the order brought the total European export figure for 'Unistrut' products in the past six months to 300 tons (100 tons container-freighted 'door-to-door.') The Shell order, weighing 17 tons, was the eighth containers shipment for Europe. It travelled direct from Sankey's Hadley Castle works, Shropshire, by road and sea via Rotterdam, and was freighted on a special pallet container.

ANGOLA

Bulletin 6/70

Agency inquiry for office stationery. E.S.B. 53053/69/J.

ANTIGUA/LEEWARD ISLANDS

Bulletin 5/70

Agency inquiry for fan belts, golf equipment, water sports equipment. E.S.B. 53641/69/J.

ANTIGUA

Bulletin 8/70

Agency inquiry for bolts, nuts, screws and washers; key making machinery; motor vehicle accessories. E.S.B. 53588/69/J.

ARGENTINA

Bulletin 6/70

Inquiry for machine tools. E.S.B. 52011/69/J.

AUSTRALIA – WAIVER OF BRITISH PREFERENCE

Bulletin 5/70

Inquiry for helicopters. E.S.B. S/142/69/J.
Inquiry for tape systems. E.S.B. S/143/69/J.

Bulletin 6/70

1s. Inquiry for benzydamine HCL. E.S.B. M/66/69/J.
2s. Inquiry for log debarking machine. E.S.B. A/86/69/J.

Bulletin 7/70

Inquiry for spray systems. E.S.B. S/145/69/J.
Inquiry for capping machine. E.S.B. S/147/69/J.
Inquiry for bottle cleaning machine. E.S.B. S/148/69/J.

Bulletin 8/70

Inquiry for creped paper. E.S.B. S/146/69/J.

Bulletin 9/70

21s. Inquiry for tape systems. E.S.B. S/144/69/J.

AUSTRIA

Bulletin 6/70

Agency inquiry for camping and garden equipment; china; kitchen utensils and pottery. E.S.B. 53382/69/J.

Bulletin 7/70

Agency inquiry for service station equipment. E.S.B. 53306/69/J.

Bulletin 8/70

Agency inquiry for paper handkerchiefs and serviettes. E.S.B. 705/70/J.

BAHAMAS

Bulletin 5/70

Inquiry for Cologne and cosmetics manufacturing equipment; office equipment; packaging equipment and materials; sinks. E.S.B. 741/70/J.

BAHRAIN

Bulletin 6/70

Agency inquiry for exercise books. E.S.B. 54011/69/J.

BELGIUM

Bulletin 5/70

Inquiry for rolled steel sheets; industrial cocks; taps and fittings. E.S.B. 653/70/J.

Bulletin 6/70
Agency inquiry for cambric; satin. E.S.B. 52906/69/J.
Inquiry for bathroom requisites; rugs; shoescrapers. E.S.B. 666/70/J.
Inquiry for woollen scarves. E.S.B. 667/70/J.

Bulletin 7/70
Agency inquiry for citric and malic acid; saccharine. E.S.B. 689/70/J.
Agency inquiry for industrial diesel engines. E.S.B. 703/70/J.

BELGIUM AND LUXEMBOURG

Bulletin 8/70
Agency inquiry for forklift and pallet trucks; handling equipment. E.S.B. 641/70/J.
Agency inquiry for steel collars; power station equipment; screws; tools. E.S.B. 677/70/J.

BERLIN

Bulletin 5/70
Agency inquiry for toilet soap. E.S.B. 561/70/J.
Inquiry for castors; cow hides; PVC upholstery fabrics. E.S.B. 53360/69/J.

Bulletin 6/70
Inquiry for cable. E.S.B. 53279/69/J.
Agency inquiry for reproduction furniture. E.S.B. 696/70/J.

BURMA

Bulletin 9/70
Inquiry for fabrics. E.S.B. 628/70/J.

CANADA

Bulletin 5/70
Agency inquiry for conveyor belting; brattice cloth. E.S.B. 53604/69/J.
Inquiry for electric motors. E.S.B. 53694/69/J.

Bulletin 6/70
Inquiry for alternators; generators; motors. E.S.B. 713/70/J.

Bulletin 7/70
Inquiry for audio-visual equipment; domestic electrical appliances; electrical components; radio and television receivers. E.S.B. 51617/69/J.
Inquiry for metal hardening furnaces. E.S.B. 1060/70/J.
Inquiry for fishing lures paints. E.S.B. 1073/70/J.

Bulletin 8/70
Inquiry for sheepskin coats. E.S.B. 995/70/J.
Inquiry for oil refinery equipment. E.S.B. 53379/69/J.

Bulletin 9/70
Inquiry for computer equipment. E.S.B. 750/70/J.
Manufacture under licence/agency/source of supply – electronic equipment. E.S.B. 977/70/J.
Agency inquiry for audio-visual equipment; electrical and electronic components and equipment; headphones; miniature (neon) lamps. E.S.B. 53508/69/J.

CANARY ISLANDS

Bulletin 9/70
2s. Manufacture under licence – drill sharpeners. E.S.B. 52966/69/J.

CEYLON

Bulletin 8/70
Inquiry for safety pin; press stud and hook and eye manufacturing machinery. E.S.B. 39005/69/J.

CHILE

Bulletin 6/70
Agency inquiry for automobile electrical spares. E.S.B. 53608/69/J.

COLOMBIA

Bulletin 8/70
Inquiry for gin; whisky. E.S.B. 38914/69/J.

DENMARK

Bulletin 6/70
Inquiry for scissors; paper. E.S.B. 648/70/J.

ECUADOR

Bulletin 8/70
Agency inquiry for glue. E.S.B. 27130/68/J.

EL SALVADOR

Bulletin 9/70
Inquiry for nylon yarn. E.S.B. 1211/70/J.

FAROE ISLANDS

Bulletin 8/70
Inquiry for carpets; furniture; plastic tiles. E.S.B. 795/70/J.

FINLAND

Bulletin 5/70
Agency inquiry for diamond abrasive and cutting wheels; diamond, ceramic and vitrified tools. E.S.B. 48854/69/J.

Bulletin 6/70
Agency inquiry for dog articles; fishing neeting, yarn and fastening rings; shotgun cartridges. E.S.B. 52193/69/J.

Bulletin 7/70
Agency inquiry for acid-proof steel tube. E.S.B. 756/70/J.

FRANCE

Bulletin 5/70
Agency inquiry for aluminium foil laminates, paper, polypropylene film. E.S.B. 52178/69/J.

Bulletin 6/70
Inquiry for frequency induction heating process. E.S.B. 785/70/J.
Agency inquiry for yarns. E.S.B. 24724/69/J.

Bulletin 8/70
Inquiry for boring, drilling and reaming machines. E.S.B. 1036/70/J.
Inquiry for aluminium ingots. E.S.B. 1037/70/J.
Agency inquiry for hides; skins. E.S.B. 904/70/J.
Inquiry for fork lift truck; paper embossing machine. E.S.B. 1151/70/J.

Bulletin 9/70
2s. Inquiry for machine tools. E.S.B. 1039/70/J.

GERMANY, FEDERAL REPUBLIC OF

Bulletin 5/70
Agency inquiry for dairy products. E.S.B. 53575/69/J.
Agency inquiry for fabrics. E.S.B. 53288/69/J.

Bulletin 6/70
Agency inquiry for slippers; terry cloth; towel coats. E.S.B. 866/70/J.
Manufacture under licence – sports articles, toys. E.S.B. 51631/69/J.
Inquiry for screw fasteners. E.S.B. 52970/69/J.
Agency inquiry for conveyor belting; excavators; pit props; road making machinery. E.S.B. 53644/69/J.
Inquiry for car repair tools; motor vehicle repair working equipment. E.S.B. 645/70/J.

Bulletin 8/70
Inquiry for camping equipment; carpets; ceramic; clothing; furniture; glassware; gramophones; household textiles; jewellery; leather goods; metalware; radios; shooting sticks; tape recorders; tapestries; travel goods; optical items. E.S.B. 53369/69/J.
Agency inquiry for engraving/copy-milling machines; electronic measuring instruments. E.S.B. 657/70/J.
Inquiry for women's clothing. E.S.B. 656/70/J.
Agency inquiry for clothing; electrical appliances; kitchen utensils. E.S.B. 53028/69/J.

Bulletin 9/70
Agency inquiry for shoes. E.S.B. 797/70/J.
Agency inquiry for hydraulic hose and valves; snap rings. E.S.B. 686/70/J.
Inquiry for electronic components. E.S.B. 729/70/J.

GREECE

Bulletin 5/70
Agency inquiry for adhesive material; graphic arts industry equipment. E.S.B. 53529/69/J.

Bulletin 6/70
Inquiry for furnishing fabrics. E.S.B. 762/70/J.

Bulletin 7/70
Inquiry for automotive spare parts; bulldozer spare parts; brake and clutch facings. E.S.B. 53344/69/J.
Inquiry for medical and surgical instruments and appliances. E.S.B. 53310/69/J.

GUYANA

Bulletin 6/70
Inquiry for handkerchief sets; sewing cotton; sheen thread. E.S.B. 42371/69/J.
Agency inquiry for nylon fabric and yarn. E.S.B. 53683/69/J.

ICELAND

Bulletin 5/70
Agency inquiry for timber. E.S.B. 54003/69/J.

Bulletin 9/70
Inquiry for packaging machine. E.S.B. 891/70/J.

INDIA

Bulletin 5/70
7s. Inquiry for steel strip. E.S.B. 26046/69/J.
Agency inquiry for chemicals; pharmaceuticals; non-ferrous metals. E.S.B. 592/70/J.

Bulletin 6/70
Inquiry for electronic measuring equipment. E.S.B. 53258/69/J.
Agency inquiry for publications. E.S.B. 8050/69/J.

Bulletin 9/70
Inquiry for cinema projection and sound equipment. parts, E.S.B. 47232/69/J.

IRAN

Bulletin 8/70
Inquiry for stationery supplies. E.S.B. 914/70/J.

IRISH REPUBLIC

Bulletin 7/70
Agency inquiry for butane and propane heaters and cookers; control equipment; hoses and connections. E.S.B. 53543/69/J.

ISRAEL

Bulletin 6/70
Inquiry for lambskins. E.S.B. 675/70/J.

Bulletin 9/70
Agency inquiry for metal working equipment. E.S.B. 968/70/J.
Agency inquiry for oil. E.S.B. 917/70/J.
Agency inquiry for chemicals; hospital disposables. E.S.B. 915/70/J.

ITALY

Bulletin 5/70
Agency inquiry for pharmaceuticals. E.S.B. 617/70/J.
Inquiry for quilting machines; wire working machinery. E.S.B. 718/70/J.

Bulletin 6/70
Inquiry for water purification equipment. E.S.B. 789/70/J.
Inquiry for heat sealing machines; vulcanized cotton fabric. E.S.B. 595/70/J.
Agency inquiry for brass bands; chemical products for paints and glass; pig lead. E.S.B. 618/70/J.

Bulletin 7/70
Inquiry for blades. E.S.B. 897/70/J.
Agency inquiry for hot-water circulators; pumps. E.S.B. 20379/69/J.
Agency inquiry for automobile components. E.S.B. 49761/69/J.
Agency inquiry for rubberized tissue. E.S.B. 694/70/J.

Bulletin 8/70
Agency inquiry for straightening machines; wire-drawing machines. E.S.B. 591/70/J.
Inquiry for dextrose; glucose; powdered milk; starch. E.S.B. 792/70/J.
Agency inquiry for glass processing machines and tools. E.S.B. 53289/69/J.
Inquiry for woollen textiles. E.S.B. 796/70/J.

Bulletin 9/70
Inquiry for cotton yarns. E.S.B. 1102/70/J.
Agency inquiry for fur coats; leatherwear. E.S.B. 842/70/J.
Inquiry for earth moving and road finishing machine spares. E.S.B. 1182/70/J.

JAPAN

Bulletin 11/70
Inquiry for car accessories; golfing accessories; interior decoration articles; industrial sewing machine equipment; kitchen utensils and gadgets; novelties. E.S.B. 51836/69/J.

KENYA

Bulletin 6/70
Inquiry for fork-reach trucks. E.S.B. 21213/68/J.

KUWAIT

Bulletin 6/70
Agency inquiry for pumps. E.S.B. 53686/69/J.
Agency inquiry for paints. E.S.B. 53642/69/J.

Bulletin 7/70
Agency inquiry for builders' materials and hardware; hand tools; electrical tools; protective clothing. E.S.B. 20813/69/J.
Agency inquiry for soap. E.S.B. 53693/69/J.

Bulletin 8/70
Agency inquiry for carpets; cosmetics; dresses; household linen; rugs; sports goods; stationery. E.S.B. 742/70/J.

Bulletin 9/70
Agency inquiry for bathroom ceramic sets and fittings; brass plate sheets; bars and pipes; galvanized bars, pipes and sheets; iron and steel products; tiles; window glass. E.S.B. 53283/69/J.
Inquiry for balls for water tanks. E.S.B. 712/70/J.

LEBANON

Bulletin 6/70
Agency inquiry for duplicating machines; stencil ink; stencils and stencil supplies. E.S.B. 53544/69/J.

MALAYSIA

Bulletin 9/70
Agency inquiry for hydraulic jacks; miniature two-way radios. E.S.B. 3243/69/J.

MALAWI

Bulletin 7/70
Inquiry for potato harvesters. E.S.B. 53621/69/J.

(Continued on next page)

Gerhard & Hey Ltd 1/3 Great St Thomas Apostle London EC4
01-248 3232
THE Shipping & Forwarding Agents – will take good care of your EXPORTS

AGENCY INQUIRIES, *continued*

MAURITIUS

Bulletin 8/70

Inquiry for ice skating rink. E.S.B. 682/70/J.
Agency inquiry for bed linens; clothing; fabrics. E.S.B. 47078/69/J.

MEXICO

Bulletin 6/70

Manufacture under licence – foodstuffs. E.S.B. 47755/69/J.

MOROCCO

Bulletin 6/70

Inquiry for sodium mercuresceine. E.S.B. 23956/69/J.

NORWAY

Bulletin 5/70

Agency inquiry for anchors and chain cable; blocks and sheaves; heating coils for cargo tanks, ship building and repairing. E.S.B. 53307/69/J.

Bulletin 6/70

Inquiry for vending machines. E.S.B. 48135/69/J.

Bulletin 8/70

Agency inquiry for women's coats. E.S.B. 20612/69/J.
Agency inquiry for fabrics for clothing. E.S.B. 901/70/J.

Bulletin 9/70

Agency inquiry for corrosion control instruments; corrosion prevention materials and tools; ship's gear. E.S.B. 691/70/J.

PAKISTAN

Bulletin 7/70

*1s. Inquiry for chemicals. E.S.B. 922/70/J.

PHILIPPINE REPUBLIC

Bulletin 9/70

Agency inquiry for mining equipment. E.S.B. 52496/69/J.

POLAND

Bulletin 7/70

Inquiry for containerization equipment; engine fault finding equipment. E.S.B. 754/70/J.

Bulletin 8/70

Manufacture under licence – current arresters; electric motors. E.S.B. 743/70/J.

PORTUGAL

Bulletin 8/70

Agency inquiry for kitchen equipment. E.S.B. 48914/69/J.

Bulletin 9/70

Inquiry for grinding tools. E.S.B. 898/70/J.

QATAR

Bulletin 6/70

Inquiry for carpets; clothing; curtaining; curtain rails; furniture; glassware; lamps; lampshades; porcelain; wallpaper. E.S.B. 643/70/J.
Inquiry for batteries; battery chargers; carpets; furnishings; furniture; lubricating oils and greases; marine engines. E.S.B. 53629/69/J.

Bulletin 7/70

Inquiry for dinghies; fishing tackle; paints. E.S.B. 53651/69/J.
Inquiry for building materials; carpets; electrical fittings; sanitaryware. E.S.B. 688/70/J.
Inquiry for pharmaceutical goods. E.S.B. 884/70/J.
Inquiry for carpets. E.S.B. 654/70/J.
Inquiry for air conditioners; building materials; electrical appliances; gas stoves; mattresses; paints. E.S.B. 704/70/J.

Bulletin 9/70

Agency inquiry for acid; automobile accessories; batteries; building materials; contracting plant; diesel engines; paint; pumps; sanitary fittings; tools. E.S.B. 48858/69/J.
Inquiry for diesel engines. E.S.B. 51074/69/J.

SIERRA LEONE

Bulletin 6/70

Inquiry for refrigerators. E.S.B. 22564/69/J.

SINGAPORE, REPUBLIC OF

Bulletin 8/70

Agency inquiry for carpets; costume jewellery; furnishing fabrics; household linens; wall coverings. E.S.B. 51660/69/J.
Agency inquiry for oil industry instrument equipment; wire. E.S.B. 852/70/J.
Agency inquiry for motor starters; switchgear. E.S.B. 760/70/J.

Bulletin 9/70

Agency inquiry for cotton, nylon and woollen shirtings. E.S.B. 48478/68/J.
4s. Agency inquiry for gear boxes. E.S.B. 53635/69/J.
Agency inquiry for carpets; furnishing fabrics; suitings. E.S.B. 15655/69/J.

SOUTH AFRICA

Bulletin 5/70

Inquiry for velvets. E.S.B. 53653/69/J.

Bulletin 6/70

Agency inquiry for electronic medical equipment; medical and surgical equipment; X-ray equipment. E.S.B. 53355/69/J.
Agency inquiry for drain and sweepers' rods; drain-testing bags and plugs. E.S.B. 6276/69/J.

SPAIN

Bulletin 7/70

Manufacture under licence – scarves. E.S.B. 765/70/J.

Bulletin 9/70

Inquiry for welding electrodes. E.S.B. 798/70/J.

ST. KITTS

Bulletin 7/70

Inquiry for constructional, earth-moving and road-building machinery. E.S.B. 53302/69/J.
Inquiry for bakery machinery and equipment; boxes; building supplies; cleaning materials; clothing; confectionery; cosmetics; electrical appliances and fittings; foodstuffs; footwear; furniture; floorcoverings; linseed oil; garden materials and equipment; giftware; paints; piece-goods; prefabricated steel buildings; stationery; toys; wines. E.S.B. 53303/69/J.

SWAZILAND

Bulletin 5/70

Inquiry for industrialized building systems. E.S.B. 53504/69/J.

SWEDEN

Bulletin 9/70

Agency inquiry for camping goods; glassware; sports goods. E.S.B. 18415/68/J.

SWITZERLAND

Bulletin 7/70

Agency inquiry for contract carpeting; contract furniture; domestic furniture; upholstery. E.S.B. 647/70/J.
Inquiry for bedroom slippers. E.S.B. 669/70/J.
Agency inquiry for roofing materials. E.S.B. 579/70/J.
Agency inquiry for clothing. E.S.B. 779/70/J.
Agency inquiry for air compressors. E.S.B. 53643/69/J.

Bulletin 8/70

Inquiry for camel hair material. E.S.B. 32743/69/J.
Inquiry for iron girders and plate. E.S.B. 1276/70/J.

Bulletin 9/70

Manufacture under licence/agency – road maintenance equipment; snow clearance equipment; snow warning device. E.S.B. 26241/68/J.
Inquiry for cakes. E.S.B. 44968/69/J.
Agency inquiry for chemical remover. E.S.B. 579/70/J.
2s. Inquiry for plough shares; steel plate. E.S.B. 43199/69/J.

THAILAND

Bulletin 8/70

Agency inquiry for transformers. E.S.B. 936/70/J.

TURKEY

Bulletin 6/70

Inquiry for metal analysis equipment. E.S.B. 650/70/J.

UGANDA

Bulletin 6/70

Agency inquiry for groceries; hardware; mining tools; motor car and lorry spares. E.S.B. 45650/69/J.

UNITED STATES OF AMERICA

Bulletin 5/70

Manufacture under licence – transmission couplings. E.S.B. 53503/69/J.
2s. Inquiry for lathe chucks. E.S.B. 53349/69/J.
Inquiry for polyethylene container liners. E.S.B. 47422/69/J.

Bulletin 6/70

Agency inquiry for vehicle spot and driving lights. E.S.B. 53649/69/J.
Inquiry for castings. E.S.B. 53586/69/J.
Inquiry for automobile parts; fabricated tubing. E.S.B. 53063/69/J.
Inquiry for antimony oxide. E.S.B. 801/70/J.

Bulletin 7/70

Inquiry for steel for tools. E.S.B. 800/70/J.

Bulletin 8/70

Inquiry for rim clamps. E.S.B. 14826/69/J.
Inquiry for steel chain. E.S.B. 1062/70/J.
Inquiry for plumbers' goods; valves. E.S.B. 1006/70/J.
Inquiry for screws. E.S.B. 47426/69/J.

Bulletin 9/70

Agency inquiry for audio and photographic equipment. E.S.B. 53509/69/J.

URUGUAY

Bulletin 8/70

Inquiry for plastic cannulae for tracheotomy. E.S.B. 1002/70/J.

YUGOSLAVIA

Bulletin 6/70

Inquiry for containers. E.S.B. 53665/69/J.

Bulletin 9/70

1s. Inquiry for nut, bolt and rivet manufacturing machinery. (Further Information.) E.S.B. 52227/69/J.

ZAMBIA

Bulletin 9/70

Inquiry for conduit tubing. E.S.B. 53602/69/J.

REPORTS FOR UNITED KINGDOM EXPORTERS ON FIRMS OVERSEAS

UNITED KINGDOM exporters may wish to know more about a firm abroad which has offered to do business with them. The Board of Trade keeps records about the standing activities and influence of many firms abroad, and will make inquiries about any particular firm not already on record. These are not credit reports (for which the inquirers should apply to banks and other agencies) but they are useful in deciding the suitability of the overseas trade as a sales outlet. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional Office of the Board.

Robert Hough

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Export Missions and Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of address was published in January 14 issue of the Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of the Board of Trade (see page viii of October 1 issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).*

Forging plant opportunities in S. America

MR. C. N. MASSEY, export sales manager of B. & S. Massey Ltd., the Manchester-based forging machinery specialists, recently completed a 24,000-mile tour of South America, visiting over a period of two months Argentina, Brazil, Chile, Colombia, Peru, Uruguay and Venezuela.

He was able to establish personal contact with potential customers in these countries and carry out a market investigation into future demands for modern forging plant.

Mr. Massey visited most of the important forges in South America and met with a most friendly reception. There was definite interest in the Massey range of equipment, particularly high-speed forging presses, automatic handling equipment and cold forging. Many of the forging directors will be visiting the company's Openshaw works within the next 12 months.

As a result of the visit, some 22 inquiries of substance were received, the markets with the biggest potential being Brazil, Argentina, Chile and Venezuela.

Machine tools sales drive

MR. ROY SPAVOLD, marketing director of Z. Brierley, Ltd., Llandudno, left recently to set up a subsidiary company in the United States. Located in New Jersey, the company will have sales offices and warehouses to ensure a first-class service to American industry. In support of this operation Brierley USA Ltd. will participate at major machine tool exhibitions in Detroit and Los Angeles in March and April.

The firm have already established outlets through 62 representatives in the States, and the new company will concentrate on increasing its share of a potentially huge market for twist drill grinders.

Mr. Bert Stuart, export sales executive, recently back from Germany after a four-week market survey, left recently for Canada. He is visiting Canadian engineering firms and working in close collaboration with the company's distributors.

Mr. Zachry Brierley, chairman, leaves for Australia and the Far East at the end of January as a member of the North Western Export Club trade mission. Before joining the mission, Mr. Brierley will spend some days in the United States, visiting New York, Chicago and Los Angeles.

During his tour, he will visit distributors in Australia, New Zealand, Singapore and Japan. On his return journey he plans to visit the company's stand at the machine tool show in Los Angeles.

Australian trip

MR. BRIAN L. FRANKLIN, sales director of H. & M. Rayne Ltd., left for Sydney and Melbourne on January 8 to see his company's spring and summer shoes on display in the shops there. A London preview of the shoes had been arranged concurrently.

World tour

SIR ERIC GRIFFITH-JONES, chairman of the Guthrie Corporation Ltd., London, left recently on a seven-week tour of the group's interests in Australia and Malaysia. He was also seeing agents and customers in the United States and Thailand.

The Guthrie Corporation is among the world's largest producers of natural rubbers, with extensive plantations in Malaysia. Other interests include palm oil and tea, as well as carpet manufacturing in Tasmania.

Sir Eric arrived in Melbourne on January 18. He hoped to visit the group's carpet manufacturing plant at East Devonport, Tasmania, before flying to Kuala Lumpur, Malaysia, on January 23.

During his five-week stay in South East Asia he intended visiting the group's plantations and local offices. He also hoped to spend a week in Thailand, where he planned to see the Rubber Research Centre, Haadyai, near Songkhla, as well as visiting customers and local rubber plantations.

A Soviet Trade Delegation recently visited the factory of the Stroud engineering company, George Waller & Son Ltd., to see the installation of two new Russion machine tools introduced by Waller to help their major expansion programme. The photograph shows Mr. Ivan Kupuskin, of the USSR delegation, starting up one of the machines, a high speed vertical boring and turning mill, watched by Mr. Alex Mukin, vice-president of Stankoimport, Ministry of Foreign Trade, USSR Delegation (second from the right).

Sir John Wall, chairman of International Computers Ltd., London, accompanied by Lady Wall, sets out on January 29 for a tour of Australia and New Zealand by way of Delhi, Hong Kong and Singapore. Sir John will have policy discussions with the ICL chief executives in the centres visited, and will visit the company's establishments. Meetings have been arranged with high-ranking officials of the various territories, British High Commissioners, the Governor of Hong Kong, and business leaders. Sir John and Lady Wall will leave Auckland, New Zealand, on February 22 to return to the United Kingdom via Nandi, Honolulu and the United States.

Visiting Caribbean isles and S. America

MR. ROY PEARSON, sales director, and Mr. Ted Dowler, sales manager of Doulton Fine China, left London recently for Bermuda on a five-week selling tour in the Caribbean islands and South America. They are representing the following members of the Royal Doulton Group: Doulton Fine China, Minton, John Beswick – manufacturers of fine ornamental pottery; Dunn, Bennett – manufacturers of hotel and restaurant tableware; and Webb Corbett – makers of finest English lead crystal.

From Bermuda they part ways, with Mr. Pearson concentrating on the Jamaican and South American markets and Mr. Dowler on several of the Caribbean islands, including Antigua, St. Thomas and St. Croix, Puerto Rico, St. Kitts, Monserrat, St. Lucia, Barbados and Trinidad.

Regular visits have been made by Doulton Fine China to the Caribbean over the past 20 years.

OVERSEAS MISSION

Scandinavian sales trip

FIFTEEN MEMBERS of the Leicester Chamber of Commerce have been visiting Scandinavia on a sales mission organized by the Chamber.

During their stay in Helsinki, Stockholm and Oslo, from January 12 to 24, members met potential agents and customers and visited existing customers. Throughout, members enjoyed the assistance of the Commercial Department of the British Embassies and in many cases followed extensive individual programmes compiled for them by the Departments.

This, the Chamber's fifth mission to Scandinavia, comprised manufacturers of knitwear, hosiery and tights, foundationwear, swimwear, warp and weft knit fabrics, cutting tools, knitting machinery, industrial electrical appliances, metallic yarns, and specialist tissues. The mission was supported by the BNEC.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LIST.

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN COMMUNITIES

Tariff quotas in the EEC

THE *Journal Officiel des Communautés Européennes* No. L326 dated December 29, 1969, contains the texts of a number of Regulations setting up community tariff quotas for certain products. Details of these quotas and their allocation to individual member countries are set out below.

Details of the method of allocation and of the conditions attached to all the quotas, together with the French texts of all the Regulations referred to below, may be obtained on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

Regulation (CEE) No. 2607/69 sets up a community tariff quota for 250 tonnes of tanning extract of eucalyptus (common customs tariff No. ex 32.01 D) at a 4.4 per cent rate of duty for the period January 1, 1970 to December 31, 1970. 150 tonnes of this have been allocated on the following basis:

Germany	51 tonnes
France	30 tonnes
Italy	51 tonnes
Netherlands	9 tonnes
Belgo-Luxembourg Economic Union	9 tonnes

The remaining 100 tonnes will form a reserve which will be available to member countries who use 90 per cent or more of their original allocation.

Regulation (CEE) No. 2608/69 sets up a community tariff quota for 1,025,000 tonnes of newsprint (common customs tariff No. 48.01) at a 'nil' rate of duty for the period January 1, 1970 to December 31, 1970. The quota has been allocated on the following basis:

Germany	615,000 tonnes
France	127,000 tonnes
Italy	6,000 tonnes
Netherlands	207,000 tonnes
Belgo-Luxembourg Economic Union	70,000 tonnes

Regulation (CEE) No. 2609/69 sets up a community tariff quota for 500 tonnes of unbleached linen thread (excluding waste thread) measuring in kilogrammes 30,000 metres or less, intended for the manufacture of spun or twisted yarn for the footwear industry and for binding cables, at a 2.4 per cent rate of duty for the period January 1, 1970 to December 31, 1970. 285 tonnes of this quota have been allocated on the following basis:

Germany	255 tonnes
France	5 tonnes
Italy	15 tonnes
Netherlands	5 tonnes
Belgo-Luxembourg Economic Union	5 tonnes

The remaining 215 tonnes will form a reserve, available to member countries who use 90 per cent or more of their original allocation.

Regulation (CEE) No. 2611/69 sets up a community tariff quota for 20,000 tonnes of ferro-silicone (common customs tariff No. 73.02C) at a 'nil' rate of duty for the period January 1, 1970 to December 31, 1970. This quota has been allocated on the following basis:

Germany	3,500 tonnes
France	50 tonnes
Italy	950 tonnes
Netherlands	3,700 tonnes
Belgo-Luxembourg Economic Union	11,800 tonnes

Regulation (CEE) No. 2612/69 sets up a community tariff quota for 50,000 tonnes of ferro-silico manganese (common customs tariff No. 73.02 D) at a 'nil' rate of duty for the period January 1, 1970 to December 31, 1970. 47,000 tonnes of this quota have been allocated on the following basis:

Germany	41,000 tonnes
France	100 tonnes
Italy	1,800 tonnes
Netherlands	700 tonnes
Belgo-Luxembourg Economic Union	3,400 tonnes

The remaining 3,000 tonnes will form a reserve available to member countries who use 90 per cent or more of their original allocation.

Regulation (CEE) No. 2613/69 sets up a community tariff quota for 3,000 tonnes of ferro-chromium containing by weight at least 0.1 per cent of carbon and more than 30 per cent but not more than 90 per cent inclusive of chrome (common customs tariff No. 73.02 EI) at a 'nil' rate of duty for the period January 1, 1970 to December 31, 1970. This quota has been allocated on the following basis:

Germany	200 tonnes
France	10 tonnes
Italy	2,610 tonnes
Netherlands	50 tonnes
Belgo-Luxembourg Economic Union	130 tonnes

Regulation (CEE) No. 2614/69 sets up a community tariff quota for 130,000 tonnes of unwrought aluminium (common customs tariff No. 76.01 A) at a 5 per cent rate of duty for the period

January 1, 1970 to December 31, 1970. 110,000 tonnes of this quota have been allocated on the following basis:

Germany	66,550 tonnes
Belgium	22,165 tonnes
France	1,650 tonnes
Italy	8,800 tonnes
Luxembourg	1,485 tonnes
Netherlands	9,350 tonnes

The remaining 20,000 tonnes will form a reserve available to member countries who use 90 per cent or more of their original allocation.

Regulation (CEE) No. 2615/69 sets up a community tariff quota for 15,000 tonnes of unwrought magnesium (common customs tariff No. 77.01 A) at a 'nil' rate of duty for the period January 1, 1970 to December 31, 1970. 12,090 tonnes of the quota have been allocated on the following basis:

(a) in so for as it concerns unwrought magnesium containing by weight 99.8 per cent or more of pure magnesium.

Germany	654 tonnes
France	8 tonnes
Italy	2 tonnes
Netherlands	147 tonnes
Belgo-Luxembourg Economic Union	239 tonnes

(b) in so far as it concerns unwrought magnesium containing by weight less than 99.8 per cent of pure magnesium.

Germany	10,930 tonnes
France	23 tonnes
Italy	24 tonnes
Netherlands	40 tonnes
Belgo-Luxembourg Economic Union	23 tonnes

The remaining 150 tonnes for (a) and 2,760 tonnes for (b) will form a reserve available to member countries who use 90 per cent or more of their original allocation.

Regulation (CEE) No. 2616/69 sets up a community tariff quota for 34,000 tonnes of cod, whole, headed or in pieces, salted, brined or dried (common customs tariff No. 03.02 A I b) at a 'nil' rate of duty for the period January 1, 1970 to December 31, 1970. 31,000 tonnes of this quota have been allocated on the following basis:

Germany	775 tonnes
France	300 tonnes
Italy	26,825 tonnes
Netherlands	310 tonnes
Belgo-Luxembourg Economic Union	2,790 tonnes

The remaining 3,000 tonnes will form a reserve available to member countries who use 90 per cent or more of their original allocation.

Regulation (CEE) No. 2617/69 sets up a community tariff quota for 20,000 head of heifers and cows (other than those intended for slaughter) of the grey, brown, yellow, spotted Simmental and Pinzgau Mountain breeds (common customs tariff No. ex 01.02 A II (b) 2). This has been divided into two halves and the first 10,000 head which is available during the period January 1, 1970 to June 30, 1970 at a 6 per cent rate of duty has been allocated on the following basis:

Germany	3,500 heads
France	1,375 heads
Italy	2,125 heads

The remaining 3,000 head will form a reserve available to member countries who use 90 per cent or more of their original allocation.

Regulation (CEE) No. 2618/69 sets up a community tariff quota for 5,000 head of certain alpine breeds of bulls, cows and heifers (other than those intended for slaughter) of the spotted Simmental, Schwyz and Freiburg alpine breeds (common customs tariff No. ex 01.02 A II (b) 2).

This quota has been divided into two halves and the first 2,500 head, which is available during the period January 1, 1970 to June 30, 1970 at a 4 per cent rate of duty has been allocated on the following basis:

Germany	100 heads
France	50 heads
Italy	1,900 heads

The remaining 450 head will form a reserve available to member states who use 90 per cent or more of their original allocation.

Regulation (CEE) No. 2619/69 sets up a community tariff quota for 22,000 tonnes of frozen cattlemeat (common customs tariff No. 02.01 A II (a) 2) at a 20 per cent rate of duty for 1970. This quota has been allocated on the following basis:

Germany	3,000 tonnes
France	2,500 tonnes
Italy	12,000 tonnes
Netherlands	2,900 tonnes
Belgo-Luxembourg Economic Union	1,600 tonnes

Regulation (CEE) No. 2610/69 sets up a community tariff quota at a 'nil' rate of duty of 1 million uc (uc=unite de compte – present value 1 United States dollar) each for silk and silk waste (schappe), woven on hand looms (common customs tariff No. ex 50.09) and cotton, woven on hand looms (common customs tariff No. ex 55.09), for the period January 1, 1970 to December 31, 1970. 600,000 uc for each of the tariff headings have been allocated on the following basis:

	Silk and silk waste (schappe) ex 50.09	Cotton ex 55.09
	uc	uc
Germany	229,080	218,220
France	163,680	163,620
Italy	120,000	109,080
Netherlands	43,620	54,540
Belgo-Luxembourg Economic Union	43,620	54,540

The remaining 400,000 uc for each of the tariff headings will form a reserve available to member countries who use 90 per cent or more of their original allocation.

The *Board of Trade Journal* dated November 5, 1969, contained an announcement about **Regulation (CEE) No. 2050/69** increasing the tariff quota, set up by **Regulation (CEE) No. 2113/68** for newsprint (common customs tariff No. 48.01 A) to 1,048,500 tonnes for the period January 1, 1969 to December 31, 1969.

The *Journal Officiel des Communautés Européennes* No. L324 dated December 27, 1969, contains the text of **Regulation (CEE) No. 2605/69** increasing this quota by a further 4,000 tonnes to 1,052,500 tonnes. The additional 4,000 tonnes have been allocated to the Netherlands.

The *Journal Officiel des Communautés Européennes* No. L328 dated December 30, 1969, contains the text of **Regulation (CEE) No. 2620/69** setting up a community tariff quota for 53,000 tonnes of tunny fish, fresh, frozen or chilled, whole, headed or in pieces, intended for preserving (common customs tariff No. ex 03.01 B I (b)) at a 'nil' rate of duty for the period January 1, 1970 to December 31, 1970. 48,000 tonnes of this quota have been allocated on the following basis:

France	12,000 tonnes
Italy	35,800 tonnes
Belgo-Luxembourg Economic Union	200 tonnes

The remaining 5,000 tonnes will form a reserve available to member countries who use 90 per cent or more of their original allocation.

The *Board of Trade Journal* dated August 20, 1969, contained an announcement about **Regulation (CEE) No. 1491/69** setting up for the period September 1, 1969 to August 31, 1970, a community tariff quota at a 'nil' rate of duty of 5,000,000 uc (uc=unite de compte – present value 1 United States dollar) for certain hand-made products originating in and exported from India.

The *Journal Officiel des Communautés Européennes* No. L328 dated December 30, 1969, contains the text of **Regulation (CEE) No. 2621/69** modifying **Regulation (CEE) No. 1491/69** to permit under this quota imports accompanied by a certificate issued by the Pakistan Ministry of Commerce certifying that the goods are exported from Pakistan and are of Pakistan origin.

OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of addresses is given on pages i-viii of January 14 issue.

Common Agricultural Policy

THE TEXTS of the following Regulations, Decisions, Directives and Proposed Regulations which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes.*

The French text of the Regulations, Decisions, Directives and Proposed Regulations may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London E.C.4 (Tel. 01-248 5757, Ext. 423).

GENERAL

Decision No. 69/500/CEE concerns the minimum price system and authorizes Germany to charge a compensatory levy on imports from other Member States of 'vinegar and substitutes for vinegar' (common tariff No. 22.10), and France to charge a compensatory levy on imports from other Member States of certain goods falling within the following common tariff headings; 03.01, fish, fresh (live or dead), chilled or frozen; 07.01AI, vegetables, fresh or chilled, seed potatoes; 16.04, prepared or preserved fish, including caviar and caviar substitutes (*Journal Officiel* No. L328 dated December 30, 1969).

Decision No. 70/2/CEE modifies **Decision No. 69/377/CEE** relating to the methods of application for **Decision No. 69/375/CEE** authorizing Germany to take safeguard measures in the agricultural sector (*Journal Officiel* No. L2 dated January 6, 1970).

The *Journal Officiel des Communautés Européennes* No. L323 dated December 24, 1969, contains the texts of **Directives Nos. 69/464/CEE, 69/465/CEE** and **69/466/CEE** concerning the fight against verrucose gall-nut, brown threadworm and San José louse respectively, all of which affect potatoes. These Directives are intended to harmonise Member States legislation relating to the protection of crops and preventing the spread of these diseases.

SUGAR

The *Journal Officiel des Communautés Européennes* No. C1 dated January 6, 1970, contains the text of a Proposed Regulation concerning the manufacture and marketing of sucrose, glucose syrup and dextrose.

It should be noted that the text of this Proposed Regulation when finally approved may differ from the draft text referred to above.

Decision No. 70/22/CEE relates to fixing the maximum amount of the refund for the ninth partial auction of white sugar effected under **Regulation (CEE) No. 1965/69** (*Journal Officiel* No. L6 dated January 9, 1969).

Decision No. 70/23/CEE fixes the maximum amount of the refund for the auction of unrefined cane sugar specified by **Regulation (CEE) No. 2395/69** (*Journal Officiel* No. L6 dated January 9, 1970).

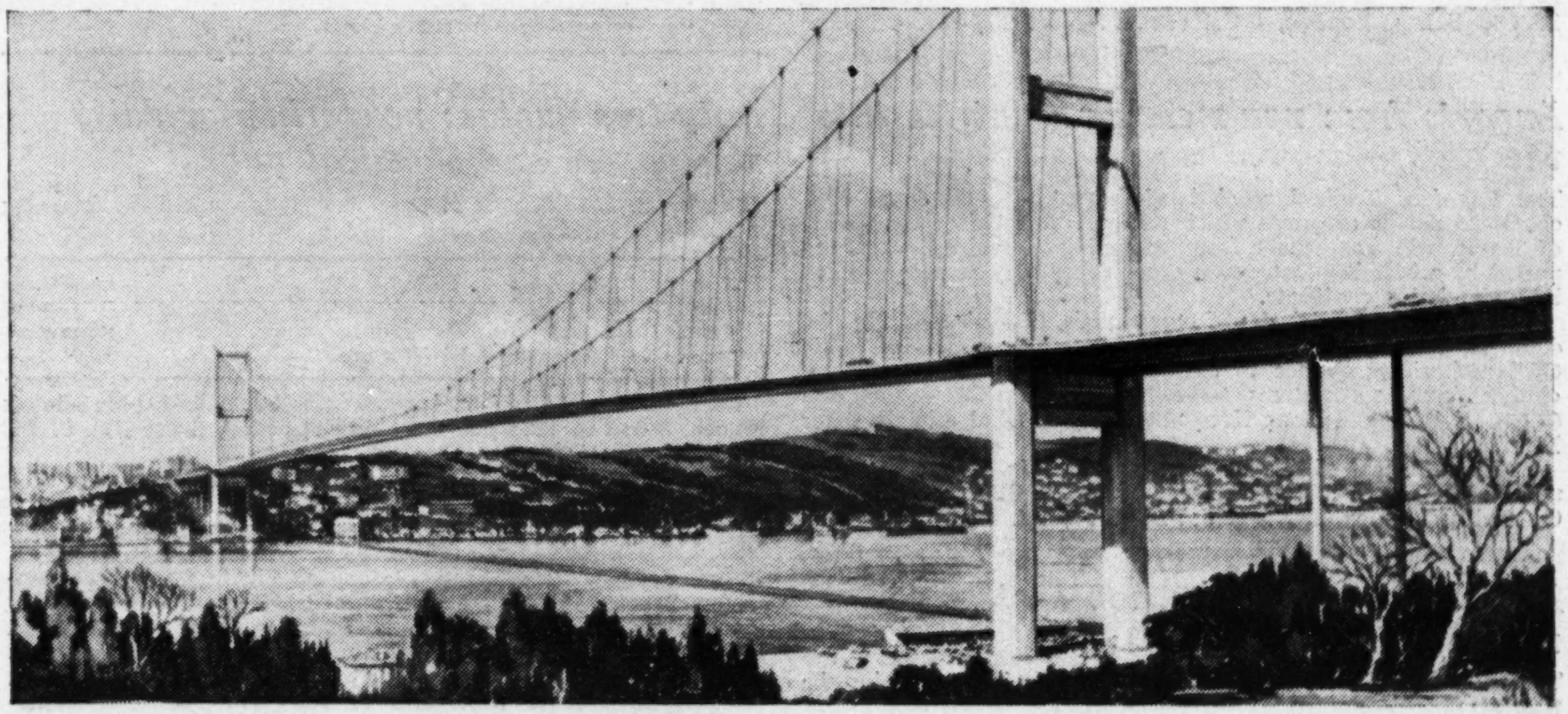
MILK AND MILK PRODUCTS

The *Journal Officiel des Communautés Européennes* No. C1 dated January 6, 1970, contains the text of the Proposed Regulation to modify **Regulation (CEE) No. 804/68** which is the basic Regulation establishing a common organization of the markets for milk and milk products.

It should be noted that the text of this Proposed Regulation when finally approved may differ from the draft text referred to above.

Decision No. 69/487/CEE modifies the Commission's Decision of December 17, 1968, authorizing Germany to sell butter from public stocks in the form of concentrated butter at a reduced price (*Journal Officiel* No. L323 dated December 24, 1969).

Decision No. 70/16/CEE modifies **Decision No. 69/398/CEE** authorizing certain Member States to sell butter from public stock intended for direct consumption at a reduced price (*Journal Officiel* No. L6 dated January 9, 1970).



It has been officially announced in Ankara that, subject to final contract negotiations, the Cleveland Bridge & Engineering Company Ltd. (a member of the Cementation Group) in a consortium with Hochtief AG of Germany has won the contract worth £14 million for building the suspension bridge across the Bosphorus in Turkey, linking Europe and Asia. The longest span in Europe and fourth longest in the world, the new bridge will have an overall length of 1,622 metres (5,320 feet) with a central span of 1,074 metres (3,523 feet). British consulting engineers, Freeman, Fox and Partners designed the bridge following the principles of their Severn suspension bridge, in the construction of which Cleveland also played a major part. Freeman Fox and Partners are also responsible for supervising the contract.

Government Publications

required by customers in North of England may be obtained quickly from

Her Majesty's Stationery Office, Brazennose Street, Manchester, 2

Common Customs Tariff of the EEC

THE *Board of Trade Journal* dated September 6, 1968 (page 678), contained a notice about a loose leaf edition of the Common Customs Tariff published by the Community Authorities, which shows in addition to the rates of duty applicable from July 1, 1968 those to be applied from January 1, 1970, January 1, 1971 and January 1, 1972, after taking into account the remaining cuts towards the Kennedy Round rates of duty.

Holders of this edition of the Common Customs Tariff and of the English version published by the International Customs Tariff Bureau should note that the reduced rates of duty shown as applicable from January 1, 1970 for goods falling within Chapter 91 of the tariff (i.e. clocks and watches and parts thereof) have not been implemented and the rates applied from July 1, 1968 will continue in force after January 1, 1970. These appear in Column 5 in both editions of the tariff.

It should also be noted that the reductions from January 1, 1970 for certain other goods, which were conditional upon the abolition by the United States of the 'American Selling Price' have not been implemented and again the rates of duty applicable from July 1, 1968 will continue to apply.

There are in addition other instances where the rate of duty or tariff classification of an item in the loose leaf edition and the English version of the Common Customs Tariff differ from those published in **Regulation (CEE) No. 2451/69** (see *Board of Trade Journal* dated January 14, 1970) and readers are advised to obtain any details they may require of current rates of duty from the Export Services Branch at the address given below.

Regulation (CEE) No. 2451/69 which came into force on January 1, 1970 and sets out the rates of duty applicable to imports from third countries from that date, is the only official and authentic version of the Common Customs Tariff of the European Communities and the text, in French, may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

Imports from non-member countries into the EEC

THE *Board of Trade Journal* dated August 13, 1969 (page 451), contained details of goods which under Article 115 of the Treaty of Rome, will not benefit from community treatment when imported by a Member State, even though they may be accompanied by a circulation certificate.

The *Journal Officiel des Communautés Européennes* No. L6 dated January 9, 1970, contains the text of **Decision No. 70/15/CEE** authorizing France to exclude from community treatment clothes (common customs tariff Nos. 61.01, 61.02, 61.03 and 61.04) originating in Hong Kong and freely circulating in the other Member States.

The French text of this Decision may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

Introduction of a common system of turnover taxes

THE *Board of Trade Journal* dated May 26, 1967, contains the text of two Directives for the harmonization of Member States legislation concerning turnover taxes. The *Jounal Officiel des Communautés Européennes* No. L320 dated December 20, 1969, contains the text of a third **Directive No. 69/463/CEE.** The following is a translation of the relevant part of this Directive.

ARTICLE 1

The date of January 1, 1970 laid down in Article 1 of the First Directive of April 11, 1967 shall be replaced by the date 'January 1, 1972.'

ARTICLE 2

Within the meaning of the present directive, 'mean rates' shall be taken to refer to the rates of compensatory import taxes and export rebates laid down in order to compensate for the burden in the shape of the cumulative cascade tax on turnover, borne by home products at the different stages in their production, apart from the tax on sale by the final producer.

ARTICLE 3

The mean rates in force on October 1, 1969 may not be increased. However, the mean rates existing at that date shall be adapted to any alterations subsequently made to the rates of turnover tax.

ARTICLE 4

This directive is addressed to the Member States.

Readers are reminded that the text of the document is official only in the French, German, Italian and Netherlands languages.

The French text of this Directive may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

SPAIN

Customs tariff: petrochemical products

THE SPANISH *State Gazette* of December 29, announced the following temporary amendments to the Spanish customs tariff, valid until March 31, 1970:

Tariff heading	Description	Duty
29.01-A 1	Butadiene	Nil
29.01-B 4	Ethylbenzene	9·5%
29.01-B 5	Styrene	Nil
29.04-B 2	Mono-propylene glycol	5·2%
29.08-D	Ethylene glycol	4·5%
29.08-G	Dipropylene-glycol	13%
29.09-B	Propylene oxide	13%
29.15-D 1	Dimethyl terephthalate	Nil
29.22-A 4	Hexamethylenediamine monomer adipate	Nil
29.27-B	Acrylonitrile (monomer)	Nil
39.35-G	Caprolactame	Nil
39.01-E 1	Hexamethylene-diamine adipate polymers	11·5%
39.01-E 2	Other polyamides	11·5%
39.01-G	Ethylene-glycol polyterephthalate	4·5%
39.01-H	Liquid products of polyaddition alkyds oxides (other than polyethylene-glycols) excluding polyaddition-polycondensation products	Nil
39.02-C 1	Styrene polymers and copolymers, in form of liquid, paste, blocks, lumps, powders, granules, flakes and siimlar bulk forms	23·5%
39.02-G 1	Acrylonitrile copolymers	Nil
39.02-H 1	Polyvinyl-butyral and polyvinyl-formal	Nil

Duty-free quotas: newsprint for daily newspapers and chemical pulp

THE SPANISH *State Gazette* of December 29 announced the following increased duty-free quotas valid until June 30, 1970:

Tariff heading	Description	Quota in tons
47.01-B 1 b B 2 a	Chemical pulp	17,000
48.01-D 3 c 1	Newsprint for daily newspapers	45,000

Inquiries about these notices should be addressed to Export Services Branch, Board of Trade, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460/462).

Joint Assembly: marine steam boilers

IN THE Spanish *State Gazette* of January 12, the Spanish authorities published approval under the Special System of Joint Assembly (details of which appeared in the *Board of Trade Journal* dated August 11, 1967, page 368), of a pro-forma resolution for the manufacture of marine steam boilers with a pressure of more than 38 kilograms/square centimetre of saturated steam or superheated steam at any temperature and without a weight limit.

The parts, components and auxiliary materials which may have to be imported for inclusion in the Spanish manufacture will be subject to a reduction of 95 per cent of the corresponding import duty.

On application, specific resolutions could be approved by the Directorate of Tariff Policy, given a technical and sufficiently detailed description of the parts, components, etc., to be imported with reduced import duty, provided the total value of such parts does not exceed 50 per cent of the total industrial cost price.

From the time of coming into force of the first specific resolution for the joint assembly of these marine steam boilers, all customs duty reductions or exemptions for the import of this type of equipment will be suspended. When specific resolutions are being considered the Spanish Ministry of Commerce is authorized to impose a transitory customs duty.

The current pro-forma resolution will remain in force for a period of two years from January 12, 1970.

FRANCE

Import levies for certain foodstuffs

THE FRENCH *Journal Officiel* of January 1 published a notice setting out the variable levies and maximum rates which apply from January 1, 1970, to certain foodstuffs of the following tariff headings: 17.04, 18.06, 19.01, 19.02, 19.03, 19.04, 19.05, 19.06, 19.07, 19.08, 21.01, 21.07, 22.02, 29.04, 35.05 and 38.12 (for the sake of brevity the items covered by these headings are omitted but can be seen in the *Board of Trade Journal* of August 11, 1967, page 365).

Inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288), where the full French text may be seen.

SWITZERLAND

Law on tobacco taxation

WITH EFFECT from January 1, 1970, the existing import duties on tobacco manufactured in EFTA countries were abolished and a new tax will be levied on all manufactured tobacco and on cigarette paper in leaves or tubes made in or imported into Switzerland. Duties on unmanufactured tobacco and on tobacco manufactures from non-EFTA countries are now reduced.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 459).

Deferment of third instalment of Kennedy round reductions

THE TIMETABLE fixed for effecting the Swiss tariff reductions, made at the time of the Kennedy Round, provided for their introduction in five successive stages, i.e. by one-fifth on January 1 of the years 1968-1972.

The Swiss Federal Council has announced that the third instalment has been deferred and that it will be implemented, together with the two remaining reductions, by March 31, 1970

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 459).

ITALY

Postponement of introduction of value added tax: reduction of export rebates and compensatory tax

THE ITALIAN *Informazioni per il Commercio Estero* of December 15, 1969 published a notice that, with the agreement of the EEC Council, the Italian Government has decided to postpone the introduction of the Value Added Tax until January 1, 1972, and has agreed to reduce the export rebates as follows:

(a) no reduction will be made on existing rates not exceeding 4 per cent;
(b) rates exceeding 4 per cent and up to 6 per cent will be reduced from April 1, 1970 by 10 per cent;
(c) rates exceeding 6 per cent will be reduced from April 1, 1970 by 13 per cent. With effect from January 1, 1971, this reduction will be increased to 15 per cent.

The equivalent rates of the Compensatory Tax on imports will be reduced by the same formula. These reductions will apply to EEC and non-EEC countries.

Inquiries relating to this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E57, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466/467), where the Italian text may be seen.

PORTUGAL

Use of cyclamates

THE PORTUGUESE Ministry of Economy recently confirmed that the use of cyclamates in Portugal is strictly controlled and that they can only be obtained on prescription.

Inquiries about this notice should be addressed to Export Services Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460 and 462).

ISRAEL

Emergency First Aid Packs

THE MINISTRY of Public Health has ruled that no person shall label or sell, a commodity as an 'Emergency First Aid Parcel' unless it conforms to the description below.

Name of Item	Description and Size	No. of Items in Parcel
Personal dressing	A pad of 25 gm. medical cotton wool, wrapped in gauze, Size of pad – 15 by 9 cms. Attached to the pad is a bandage 7½ cms. by 1½ m.	2
Triangular bandage	Triangular bandage made of unbleached material, the sides of which are at least 85 cms. long	3
Pad	Pad made of gauze in the size of 7½ by 7½ cms. with 12 folds	3
Bandage	Bandage made of cotton material 3½ m. long and from 6½ to 7½ cms. wide	
Plastic bag	One inner wrapping fastened by buttons.; one outer wrapping hermetically sealed by means of heat	
Safety pins	Of coated metal; white, length 5 cms. each	3
Leaflets	1. List of items in parcel 2. Instructions for tending wounds and burns	2

The quality of materials used in the parcel must be approved by the Director General, and unless a certificate number is on the parcel, the name and address of the manufacturer must be indicated.

All parcel producers will submit twice annually, and not later than July 10 and January 10, a report recording the number of parcels produced during the preceding half year ending on June 30 and December 31, and also the number of parcels in his possession on these dates. The retail price of a parcel should not be higher than IL.7·40.

All inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420/475).

Import deposits

THE introduction of an Import Deposit scheme was announced and gazetted in Tel Aviv on Sunday, January 11. The scheme came into effect immediately and confirming legislation will be passed in due course.

Under the new measure, Israeli importers will be required to pay a deposit equal to 50 per cent of the value of imported goods before tax. The deposit will be frozen for six months at the Bank of Israel and will earn an interest of 6 per cent. It will apply to all non-Government imports which carry a customs duty of at least 30 per cent, but will exclude personal effects of immigrants, gifts and consignments on which the deposit would come to less than I£500. Owners of goods already in customs or bonded warehouses will pay only half the deposit.

All inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3508).

Import and export regulations

AMENDMENTS have been made to the Israeli Free Import List and to the order relating to the export of commodities without a special permit.

Further inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420/475).

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is Aldermanbury House, Aldermanbury, London. E.C.2 (606 6699). *The department has 19 local offices in various parts of the United Kingdom. A list is given on page 238 of July 23 issue of the* Board of Trade Journal.

SAUDI ARABIA

Artificial sweeteners

THE USE of all artificial sweeteners is prohibited in Saudi Arabia. Revised regulations are expected shortly, which will probably allow a grace period of three months for the import of artificial sweeteners.

Firms wishing to have further details when these regulations become available should contact Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 or 475).

MALAYSIA

Import control

THE MALAYSIAN *Government Gazette* dated January1, 1970, publishes the Customs (Prohibition of Imports) (Temporary Protective Measure) (Amendment) Order, 1970, which amends the Second Schedule to the Customs (Prohibition of Imports) (Temporary Protective Measure) Order, 1969, by the addition of the following:

Heading No.	Description of goods	Country
39.01.590 39.02.120 39.02.230 39.02.340 39.02.430 39.02.520 39.02.620 39.02.920 39.03.310 39.03.390	Laminated plastic sheets	All countries

This notice means that the goods described in the second column and originating from any country are subject to special licensing when imported into the States of Malaya.

IFNI AND SPANISH SAHARA

Customs tariff

NOTICE WAS given in the *Board of Trade Journal* of March 8, 1968, page 800, of certain revisions to the Customs Tariff applicable to Ifni and Spanish Sahara effective from February 1, 1968 until December 31, 1969.

The Spanish *State Gazette* of December 30, 1969 announced that the period of validity for these reductions had been extended to December 31, 1970.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460/462).

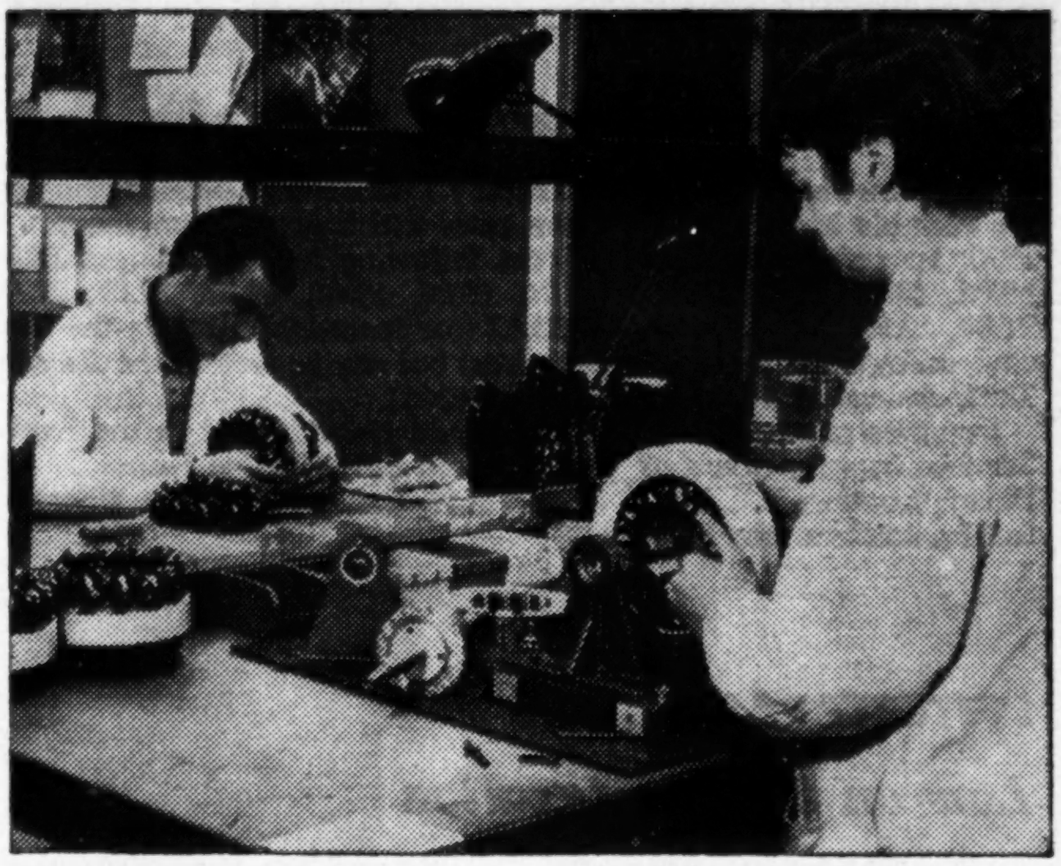
EAST AFRICA

Customs tariff changes

THE NEW East African Customs and Excise Tariffs which apply to Kenya, Uganda and the Republic of Tanzania, including Zanzibar, have been published and became effective as from January 1, 1970.

The new schedules convert the previous tariffs from the Imperial system to the metric system of weights and measures, and introduce provisions for the imposition of Fiscal entries, suspended Fiscal entries and import duties, in preparation for the changes in the East African Customs Tariffs which will be made when the Agreement between the European Economic Community and the East African Community is ratified.

Copies of the new tariffs, which are too lengthy to publish in the *Board of Trade Journal*, may be inspected at the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).



The first production batch of the new Feedback electrical machine tutor EMT 180 was despatched to colleges and Service establishments in the United Kingdom and to eight overseas customers before the end of 1969. This first batch was sold well before manufacture was completed, and orders are being received for the next batch due in April.

Offering an entirely new approach to the understanding of rotating electrical machines, the simple but very practical applications of the EMT 180 have appealed to both demonstrators and pupils alike. The machine is of such a nature that each assembly can be built up, and the relevant experiment carried out, by a student in a normal laboratory period. There are, at present, over 30 experiments, covering both a.c. and d.c. motors and generators, described in a 210-page comprehensive and well-illustrated manual. This ensures that the EMT 180 is in continual use in the training laboratories.

Our picture shows the tutor being assembled at Crowborough, Sussex

SIERRA LEONE

Restricted Imports

PUBLIC NOTICE No. 60 of 1969, the Customs (Imports and Exports) (Amendment) (No. 2) Order, 1969, published in the Sierra Leone *Official Gazette* of December 24, amends, with effect from August 11, 1969, Part II of the First Schedule to the Customs (Imports and Exports) Order by the insertion of the following new item:

PART II
Goods the importation of which is restricted

Goods the importation of which is generally prohibited	Specific exemptions
8. Motor vehicles and spares imported by agents or dealers for re-sale to the public	Except under and subject to any conditions expressed in a licence by the Minister of Trade and Industry who shall not issue a licence until it is shown to his satisfaction that the agreement between the manufacturer and the Agent or Dealer is in English and is registered in the Registrar-General's Office.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

ZAMBIA

Import prohibition

STATUTORY INSTRUMENT No. 2 of 1970 The Proprietary Preparation (Prohibition of Importation or Sale) Order, 1969, published in the Republic of Zambia *Government Gazette* of January 2, prohibits the importation or sale of the following proprietary preparations: The substance known as cyclamic acid, or any proprietary preparation containing cyclamic acid, or the salt of cyclamic acid.

Any inquiries relating to the above notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468).

REPUBLIC OF SOUTH AFRICA

Customs tariff changes

MAJOR AMENDMENTS to the textile tariff are published in the South African *Government Gazette* No. 2601 of January 2 (Notices Nos. R24 and R25). These affect chapters 50, 51, 52, 53, 54, 55, 56 and sub-headings 58.04 and 58.05.

Consequent amendments to the provisions for rebate of duty on raw materials for the manufacture of textiles and raw materials are also detailed.

Copies of the new duties will be sent on request to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3). Requests should indicate which chapters are required.

Customs tariff application

CUSTOMS TARIFF Application List No. 501, published in the South African *Government Gazette* of January 10, contains an application to the Board of Trade and Industries for an increase in duty as follows: Phenolphthalein from 10 per cent *ad valorem* to 25 per cent *ad valorem.*

Those British trade organizations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organization should, therefore, first contact its own trade association.

If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2274).

PAKISTAN

Import licensing policy

PAKISTAN'S IMPORT POLICY for the period January to June 1970 was recently announced. The pattern of the previous policies has been retained and comprises the 'free' list, licensable list, cash-cum-bonus list and bonus list.

One further item to be procured under United States AID has been added to the 'free' list and five items have been added to the licensable list. Five items previously on the bonus list have been transferred to the cash-cum-bonus list while a further four items have been included in the bonus list. Other changes include increased allocations for books, drugs and chemicals on the licensable list and extensions of actual user licensing facilities to medical and educational establishments for certain goods. The import of ultramarine blue, formerly on the cash-cum-bonus list, has been banned.

A change has also been made in the procedure for the deposit of bonus vouchers. In future these vouchers will be surrendered when the goods arrive in the country instead of at the time of obtaining an import licence under cash-cum-bonus. The export performance licensing scheme will be replaced by a new 'Raw Material Replenishment Scheme', under which elegible export industries will obtain licences on a cash-cum-bonus basis. Commercial exporters as well as industrial exporters will be entitled to licences under this scheme.

A further announcement will be made when the *Pakistan Gazette* containing the official import policy is received. Meanwhile any enquiries should be adressed to Export Services Branch, Board of Trade, Room E46. Hillgate House, 35, Old Bailey, E.C.4 (Tel. 01-248 5757, Ext. 455).

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m.

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AUSTRALIA

Tariff Board Inquiry on brown, brook and rainbow trout

THE AUSTRALIAN Minister for Trade and Industry has referred to the Tariff Board for inquiry and report the following subject relating to tariff assistance: brown, brook and rainbow trout (tariff item 03.01.900).

This reference has been made as a result of local representations.

Details of the tariff item under which the above-mentioned goods are dutiable are given below:

Tariff Item	Goods	Rates of Duty	
		General	Preferential
03.01	Fish, fresh, (live or dead), chilled or frozen;		
03.01.100	Live	Free	Free
03.01.900	Other	$0·008 per lb.	$0·008 per lb.

This matter has been reported by the British High Commission at Canberra, which has been asked to notify the Australian authorities at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance has to be made to the Australian authorities not later than February 4.

Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2319), quoting reference No. CRE 174/70.

Tariff Board inquiry on aluminium powders and pastes

THE AUSTRALIAN Minister for Trade and Industry has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of aluminium powders and pastes (tariff items 32.09.331, 38.19.920 and 76.05).

This reference has been made as a result of representations by local industry.

Details of the tariff items under which the above-mentioned goods are dutiable are given below:

Tariff Item	Goods	Rates of Duty	
		General	Preferential
32.09	Varnishes and lacquers; distempers; prepared water pigments of the kind used for finishing leather; paints and enamels; pigments in linseed oil, white spirit, spirits of turpentine, varnish or other paint or enamel media; stamping foils; dyes in forms or packs of a kind sold by retail:		
32.09.3	Pigments in linseed oil, white spirit, spirits of turpentine, varnish or other paint or enamel media, white lead in linseed oil, white spirit, spirits of turpentine, varnish or other paint or enamel media		
32.09.310	White pigments containing ,when in a dry anhydrous state, not less than 25% by weight of TiO_2; chromic oxide; cadmium pigments; white lead in linseed oil, white spirit, spirits of turpentine, varnish or other paint or enamel media	25%	15%
32.09.320	Lead chromes, chrome greens, molybdate chromes, zinc chromes or zinc greens	37½%	25%
32.09.33	Metal flakes or powders:		
32.09.331	Of aluminium	30%	20%
38.19	Chemical products and preparations of the chemical or allied industries (including those consisting of mixtures of natural products), being goods not falling within any other item; residual products of the chemical or allied industries, being goods not falling within any other item:		
38.19.920	Products and preparations in which the constituent that gives the goods their essential character is aluminium	Free	Free
76.05	Aluminium powders and flakes	30%	20%

This matter has been reported by the British High Commission at Canberra, which has been asked to notify the Australian authorities at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance has to be made to the Australian authorities not later than February 4.

Before this date, therefore, United Kingdom Trade Associations

or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2319), quoting reference No. CRE 173/70.

Result of Tariff Board inquiry on choline chloride

A NOTICE was published in the *Board of Trade Journal* on March 7, 1969, to the effect that a reference had been made to the Tariff Board under the Australian Tariff (Dumping and Subsidies) Act on choline chloride (tariff item 29.24.1).

The inquiry has now been completed and as a result, dumping has been confirmed and dumping duties imposed retrospectively from March 10, 1969.

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2319), quoting reference CRE 493/69.

Tariff Board inquiry on knitted or crocheted elastomeric and elastic fabrics

THE AUSTRALIAN Minister for Trade and Industry has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of knitted or crocheted elastomeric and elastic fabrics (tariff items 60.01.290 and 60.06.190).

This reference has been made as a result of representations by local industry.

Details of the tariff item(s) under which the above-mentioned goods are dutiable are given below:

Tariff Item	Goods	Rates of Duty	
		General	Preferential
60.01	Knitted or crocheted fabric, not elastic or rubberized:		
60.01.2	Elastomeric fabrics:		
60.01.210	Having a width or flattened width, in the case of tubular fabrics not exceeding 6 inches	45%	30%
60.01.290	Other	20%	10%
60.06	Knitted or crocheted fabric and articles thereof, elastic or rubberized (including knee-caps and elastic stockings):		
60.06.1	Elastic fabric:		
60.06.110	Having a width or flattened width, in the case of tubular fabrics, not exceeding 6 inches	45%	30%
60.06.190	Other	20%	10%

This matter has been reported by the British High Commission at Canberra, which has been asked to notify the Australian authorities at the earliest possible date, if any United Kingdom interests propose to tender evidence.

In accordance with normal procedure, notification in this instance has to be made to the Australian authorities not later than February 4.

Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2319), quoting Reference CRE 150/70.

Dumping cash securities: acetylsalicylic acid

THE BOARD OF TRADE has been notified by the British High Commission at Canberra that interim anti-dumping action in the form of cash securities has been introduced by the Australian Department of Customs and Excise on acetylsalcylic acid which is entered for home consumption on and after January 12, 1970.

All inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2319) quoting Ref. No. CRE 94/70.

INDEX INQUIRIES

***Inquiries about the detailed contents of the* JOURNAL *(dates on which particular articles etc., were published) should for convenience be made to the Board of Trade Library* (01-222 7877, *Ext.* 3038) *who compile the half-yearly index to the* JOURNAL.**

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ARGENTINA

Customs tariff

ARGENTINE government Decree No. 7718 which became effective on December 10, 1969, introduced the following changes in the Customs tariff:

Tariff item	Description of goods	Duty *ad val.*
84.20.00.05	Shop scales, for weighing up to 10 kg., incorporating a mechanism for setting, before the weighing operation, the unit price of the goods to be weighed and an automatic optical device showing the price and weight	20%
84.20.00.06	Electrical shop scales, for weighing up to 10 kg., incorporating an electronic price and weight indicator and designed for connecting to a combined cash-register and labelling machine; normal components thereof	20%
84.20.00.07	Combined machines composed of an electric cash-register and labeller (with two or more totals and a visible indication of the operation) for labelling the goods with an adhesive label, and of an electric shop balance for weighing up to 10 kg., fitted with an electronic weighing device, and/or normal components thereof	20%
	The following item was deleted:	
84.19.00.10	Other machines for labelling glass containers	90%
	and the followings items inserted:	
84.19.00.06	Other machines for labelling glass containers	90%
84.19.00.07	Labeller-printer for fixing by means of security fasteners labels with prices and identification details of the merchandise (pin-on type and similar)	20%
84.52.00.72	Price totalizing calculator with thermic sealing plate that prints and issues thermo-sealable adhesive labels for direct sticking, giving the value (price) and other identification details of the merchandise	20%

Customs tariff

ARGENTINE GOVERNMENT Decree No. 7717, published on December 10, 1969, modified the import duties on a number of items, including chemicals and machinery for making footwear.

Full details may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 474).

New currency

ARGENTINA INTRODUCED the new Peso Argentina, equal in value to 100 old pesos (Peso Moneda Nacional) on January 1, 1970. The new peso will be quoted at 3.50 to the United States dollar (8.40 to the £ sterling).

CHILE

Customs schedule amendments

THE FOLLOWING amendments were made recently to the Chilean Customs Schedule:

Tariff item	Details		Specific duty Gold Pesos	*Ad val.* duty
84.41.01.01	Sewing machines for domestic use, complete with furniture	KG	0·20	75%
84.41.01.09	Other sewing machines for domestic use	KG	0·20	65%
28.40.02.03	Sodium tripolyphosphate	Net metric quintal (Valid until December 31, 1970)	Free	43%
21.07.04	Add new sub-heading: Food preparations based on hydrolized protein	KG	Free	210%
29.25.01.01	Urea, with over 45% nitrogen, for agricultural use	KG (Valid until June 30, 1970)	Free	Free

EL SALVADOR

Import control: cyclamates

HM EMBASSY in San Salvador have reported a resolution issued by the Legislative Assembly prohibiting the import of cyclamates into El Salvador with effect from December 12, 1969. This announcement follows the imposition of temporary import controls on cyclamates, published in the *Board of Trade Journal* of December 3, 1969 (page 1558).

Under the decree the commercial use and importation of products containing sodium, calcium and magnesium cyclamates is prohibited; the importation of cyclamates will only be permitted for medical use.

JAMAICA

Import licensing arrangements

THE LIST of Exceptions to the Jamaican Open General Licence (see *Board of Trade Journal* of September 27, 1968, page 865) has been further amended by the deletion from sub-paragraph (p) of item 29, Clothing – Ladies & Misses, the words 'fully or semi-manufactured,' and their insertion in the first line of item 29, viz:

'29. Clothing – fully or semi-manufactured, as follows:', and by the addition of the following new items:

171. Electrical accessories including:
  (i) Street lighting brackets
  (ii) Wiring devices
  (iii) Cable straps (buckle clips)
  (iv) Lighting trunking
  (v) Industrial trunking
  (vi) Cable glands
  (vii) Motor sockets
  (viii) Ground rods
  (ix) Ballasts.
172. Motor car radios.
173. Bottle coolers.

UNITED STATES

Wilton and velvet carpets

THE UNITED STATES President has proclaimed the extension of existing escape clause duties on Wilton and velvet carpets, with the exception of carpets of oriental design, until December 31, 1972.

The article description for the carpets still subject to increased duties now reads:

'Wilton (including Brussels) and velvet (including tapestry) floor coverings, and floor coverings of like character or description, provided for in item 360.46 of part 5A of schedule 3, all the foregoing other than imitation oriental floor coverings.'

Inquiries about this notice should be addressed to Tariff Section (United States) Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 455, 456, 457). Reference FR 6.1.70.

Control of electronic product radiation

THE *Board of Trade Journal* of January 7, 1970 gave notice of proposed regulations of the United States Department of Health, Education and Welfare specifying the reports and records that manufacturers of certain electronic products are required to keep under the provisions of the United States Radiation Control for Health and Safety Act of 1968.

The Department of Health, Education and Welfare has now extended the time for filing comments on these proposals to February 16, 1970.

Inquiries about this notice should be addressed to United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397). Ref. FR 9.1.70.

Barbers' chairs—investigation

THE UNITED STATES Tariff Commission, upon a petition filed by the domestic industry concerned, has instituted investigations under sections 301 (b)1 and (c)1 of the Trade Expansion Act of 1962 to determine whether barbers' chairs (as provided for in item 727.02 of the United States Tariff Schedules) are, as a result in major part of concessions granted under trade agreements, being imported into the United States in such increased quantities as to cause, or threaten to cause, serious injury to the domestic industry producing like, or directly competitive products.

A public hearing in connection with these investigations will be held in Washington on February 3, 1970. Interested persons wishing to appear at the hearing should enter their requests to be heard in accordance with Section 201.13 of the Tariff Commission rules of practice and procedure.

Further details may be obtained from the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397), reference CRE 162/70.

(*Continued on page* 200)

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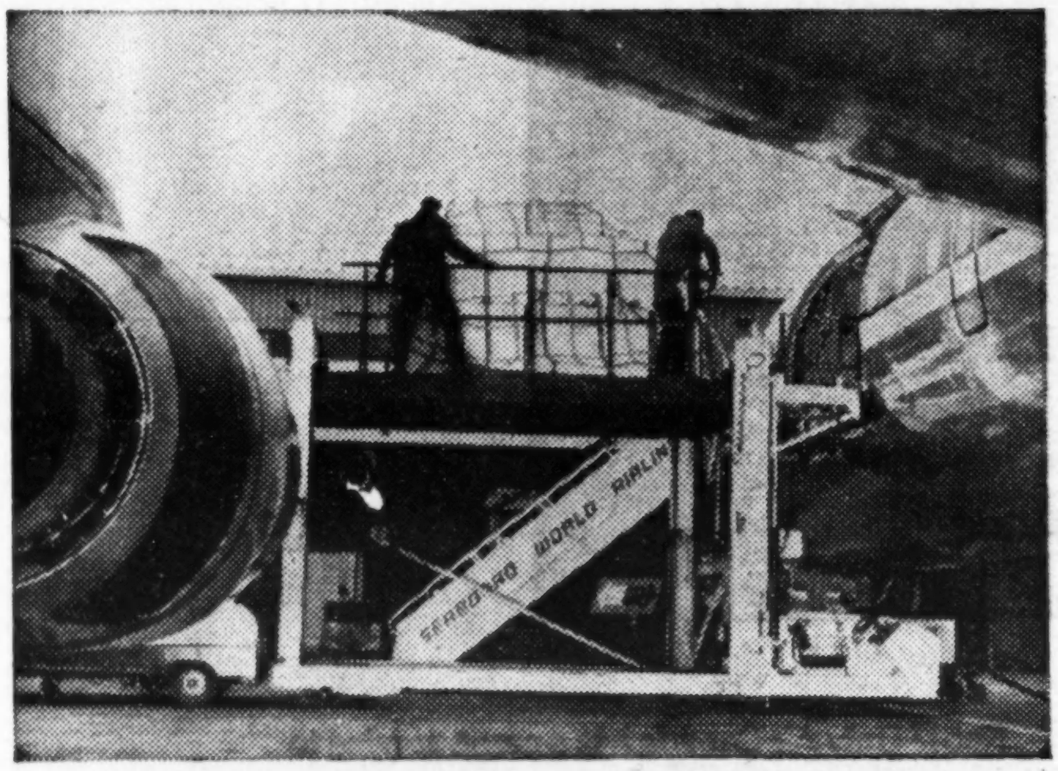
UNITED STATES, *continued*

Kennedy Round—chemicals agreement

THE UNITED STATES President has issued a proclamation deferring stage III tariff reductions on certain chemicals, plastics, abrasives and film which were originally scheduled to go into effect on January 1, 1970, under the terms of the Kennedy Round Chemicals Agreement.

The proclamation is necessary at this time because the United States has not yet implemented arrangements under the Agreement for termination of the American Selling Price system of valuation. As a result, further concessions under the Agreement including the conditional reductions in the chemical tariffs of the United Kingdom and European Economic Community have not come into effect.



A consignment containing Decca's 35,000th marine radar since the company's inception is loaded into an aircraft for America. Decca have earned two Queen's Awards to Industry for exporting over 90 per cent of radar production.

The proclamation preserves the status quo in chemical tariffs pending approval by Congress of the Agreement. The delay on the specific chemical duties, at the rates listed below, does not affect the general Kennedy Round tariff reductions which will continue as scheduled:

TS US Item	Duty	TS US Item	Duty
415.27	8c per lb.	437.58	2% *ad val.*
416.10	0·4c per lb.	437·69	4 c per lb.
416.30	0·8 c per lb.	436.84	2% *ad val.*
417.32	0·5 c per lb.	439.30	1·5 % *ad val.*
417.50	0·3 c per lb.	445.20	6 c per lb.
418.24	0·2 c per lb.	450.20	6% *ad val.*
418.60	1·2 c per lb.	452.24	3·5% *ad val.*
418.62	1·2 c per lb.	452.48	3% *ad val.*
418.76	1·3 c per lb. on copper content	452.80	3% *ad val.*
419.00	1·2 c per lb.	461.20	4% *ad val.*
419.22	0·25 c per lb.	466.15	0·8 c per lb. + 5% *ad val.*
420.14	1·8 c per lb.	470.15	4% *ad val.*
420.18	0·15 c per lb.	470.85	4% *ad val.*
420.82	8 c per lb.	472.24	5% *ad val.*
420.86	0·2 c per lb.	472.30	0·4 c per lb.
421.04	0·45 c per lb.	473.28	2·7 c per lb.
421.08	0·2 c per lb.	473.46	0·45 c per lb.
421.16	0·4 c per lb.	473.48	0·8 c per lb.
421.16	0·4 c per lb.		
421.18	0·2 c per lb.	473.60	0·8 c per lb.
421.44	40 c per ton	473.66	24 c per lb.
421.46	80 c per ton	474.20	2% *ad val.*
421.54	0·15 c per lb.	474.22	4% *ad val.*
422.72	0·5 c per lb.	474.26	2% *ad val.*
422.76	0·24 c per lb.	474.60	0·2 c per lb.
422.90	5% *ad val.*	493.20	0·4 c per lb.
425.84	5% *ad val.*	493.21	2·4 c per lb.
425.88	9 c per lb.	493.47	0·4 c per lb.
426.10	0·2 c per lb.	495.05	6% *ad val.*
426.14	0·2 c per lb.	495.15	4% *ad val.*
426.28	1·35 c per lb. on copper content	519.37	0·4 c per lb.
426.36	1 c per lb.	632.04	2 c per lb.
426.42	1·2 c per lb.	723.05	5% *ad val.*
427.72	2·4 c per lb.	723.15	5% *ad val.*
428.52	2·8 c per lb.	755.10	1 c per 1,000 matches
429.26	6 c per lb.	755.40	0·14 c each
429.34	4·5% *ad val.*	755.45	0·24 c each + 0·06 c each for each 0·5 gramme of explosive over 1·5 grams per cap.
429.42	6% *ad val.*		
437.22	2% *ad val.*		
437.30	2% *ad val.*	771.20	6 c per lb.
437.55	6% *ad val.*	771.40	4% *ad val.*
		790.37	6% *ad val.*

Inquiries about this notice should be addressed to Tariff Section (United States), Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. 01-248 5757, Ext. 455, 456, 457), quoting reference FR 30.12.69.

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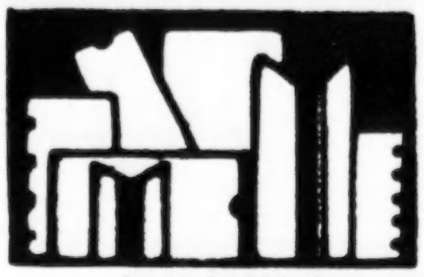

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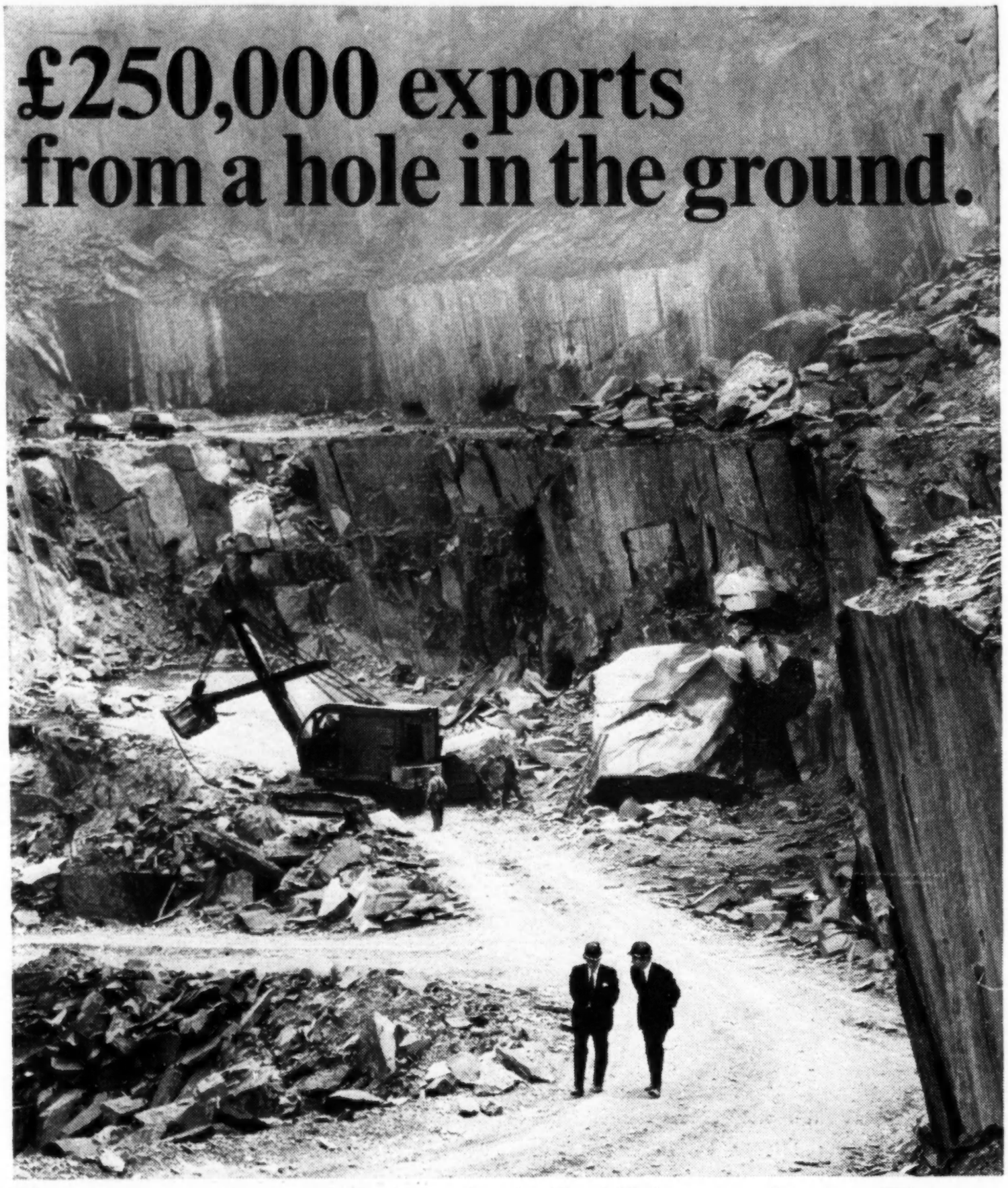

Whatever your product, you'll find growth markets overseas. This is the view of managing director David W, whose marketing company has revived a pre-1914 tradition of large-scale slate exporting. We talked to him at a slate quarry in Furness.

Interviewer: What are the outlets for slate these days?

David W: Mostly roofing and flooring, and facing for churches, office blocks, underpasses, any kind of largish construction. Insulating switchboards is another application, and many new ones are on the way. We think slate granules have an interesting future on roofing felts. Almost all our export slate is going for building.

Slate is expensive to ship. Was this why the export trade died?

David W: The very high labour content for loading killed exports after 1914. When we began looking at exporting again in 1965, we designed a special collapsible loading box. That, combined with new methods of mechanical loading, put the thing back on a viable basis.

What made you re-start exporting in 1965?

David W: The economic doldrums at home, and a shortage of slate in France.

You started there, but now you've expanded into other markets?

David W: We're also selling in Denmark, Holland, Germany, Iceland — and now U.S.A., which has very big potential. We were up to £250,000 overseas last year, and we think we can double that in time.

How do you develop a new market?

David W: We get help from the British Embassies and we appoint an agent.

Has your ECGD cover helped you expand?

David W: We very soon found we needed this. Each cargo we ship is worth around £20,000 and we often have two cargoes outstanding. If a customer defaulted we'd be in bad trouble. We also plan to use the ECGD comprehensive bank guarantee so that we can raise bank finance for exports at Bank Rate. It's expensive building up export markets. We're very glad of this help through ECGD.

Are you optimistic about the future?

David W: In this trade you take the long view. The first shipment of slate from this quarry was in 1688. Its peak production year was 1863. With a lot of effort, we might begin to approach that size of output again in the nineteen-seventies.

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